HOUSING EXPORTS

KEY U.S. HOUSING MARKETS:
OPPORTUNITIES AND CONTACTS IN BOSTON

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KEY U.S. HOUSING MARKETS:

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1.0 EXECUTIVE SUMMARY

This guide has been designed to help Canadian producers of residential building products and services understand and penetrate the Boston market. This guide is one of four guides. You can get a copy of the other three guides for Dallas, Texas; Chicago, Illinois; and Seattle, Washington from Canada Mortgage and Housing Corporation (www.cmhc-schl.gc.ca) or the Department of Foreign Affairs and International Trade (www.infoexport.gc.ca).

Home to 5.2 million people, the City of Boston and surrounding communities represent a major opportunity for Canadian exporters of residential products and services. In the past ten years alone, the population of the metropolitan area has increased by some 250,000, with almost 150,000 new housing units of all types being added. This growth is expected to continue over the next decade.

The City of Boston is the predominant urban centre within this market, with a population of 589,000 individuals living in 250,000 dwelling units. While it can be considered a mature community, considerable residential development activity is taking place within the City. For example, there are several new major residential projects under construction including: Millennium Place (250-300 units), Wilkes Passage (215 units) and Davenport Commons with 260 units.

In February 1999 the Boston Redevelopment Authority presented a plan to guide future growth in the South Waterfront District of the City. Included in this plan are up to 8,000 housing units. The Boston Housing Authority is also currently undertaking major revitalization initiatives in two of its public housing developments: Mission Main and Orchard Grove. These projects, financed through grants from the U.S. Department of Housing and Urban Development totaling $80 million, are designed to not only revitalize the housing developments, but the surrounding neighborhoods as well.

While the City of Boston is the largest single urban centre, there are in fact, almost 350 individual municipalities covering seven counties comprising the overall metropolitan area. These include a number of rapidly growing suburban communities such as Cambridge, Lynn, New Bedford and Quincy where the population has increased anywhere from 3.8% to 9.6% in the last 10 years.

In 1999 and 2000, privately-owned residential permits issued for the metropolitan area were 14,382 and 13,334 respectively. These figures represent a marked increase from the number of permits issued during the period from 1988 – 1994 when residential development was very slow due to a regional recession. While in some suburban communities, development is limited mainly to single family dwellings, in others it is an interesting mix of single and multiple family dwelling units.

While the United States economy is currently experiencing a slowdown, and the events of September 11 have contributed to reduced levels of activity across virtually all sectors, housing markets are holding up well. Low interest rates, greater access to low downpayment lending, continued population growth and accelerating household formation are economic fundamentals driving this market. Speaking in October, 2001, the Chair of Fannie Mae (the U.S. housing finance agency) projected that 15 million more families are expected to purchase homes in the U.S. over the next ten years—an increase of 50% over the previous ten years, with consumer demand for residential development rising from $11 trillion to $21-25 trillion by the year 2010.

A variety of economic publications have suggested that, while the events of September 11 may cause a short-term slowdown in housing sales (lasting perhaps 6-12 months), the above fundamentals are anticipated to hold over the long term.

The Boston market is expected to reflect these trends. Housing prices rose significantly over the past year, although the number of homes sold declined in 2001 from 2000 levels. However, F.W. Dodge has forecast a growth in the construction of new homes of 8% between 2001 and 2002.

In light of these projections, the Boston market represents a significant opportunity for Canadian exporters of residential building products. Opportunities are particularly strong for producers of cabinetry, doors and windows, flooring, siding and pre-engineered/panelized building systems. Forecasts of overall Boston market-area demand are provided for each of these products in this guide. In fact, the Canadian Consulate General, Boston indicates that building materials are one of ten sectors found to be the most profitable for Canadian exporters.

The guide goes on to provide important contact information on distributors, wholesalers, manufacturers representatives, builders, developers and contractors serving the Boston market. It also identifies associations that may be able to provide further information to help exporters link up locally, including a variety of helpful websites. For those unfamiliar with the export process, the guide also outlines some key trade regulations and processes and identifies supports and services available through Canada Mortgage and Housing Corporation, the Canadian Consulate General, Boston, the Department of Foreign Affairs and Trade (DFAIT) and various government export programs.

2.0 OVERVIEW

2.1 PURPOSE OF THIS GUIDE

This market guide for the Boston area is geared toward meeting the needs of Canadian exporters of residential products and services. The guide is designed to provide information to help Canadian exporters understand and penetrate this large and growing U.S. market. It acts as a reference tool, providing a range of useful market information and practical advice on how to penetrate the Boston market. Detailed contact lists provide valuable leads to the chain of suppliers, wholesalers, distributors and contractors active in the area. The guide also provides information on help available from Canada Mortgage and Housing Corporation, the Canadian Consulate staff and various Canadian export programs and services.

2.2 HOW TO USE THIS GUIDE

Firms looking for information on opportunities in the Boston area will be able to obtain both general overview and very detailed information from this guide.

The main body of the guide highlights the key characteristics and trends of the Boston housing market. It summarizes local economic conditions and provides projections of expected population growth and housing demand. It then goes on to project demand for five key residential building products

- cabinetry;
- doors and windows;
- flooring;
- siding; and
- pre-engineered/panelized building systems

In order to determine which five key products to review in this report, we conducted an analysis of the products with the largest sales volumes and/or growth potential in consultation with CMHC and the building products trade officer of the Canadian Consulate General, Boston.

The report then summarizes some important trade regulations and processes and outlines some key contacts for the area.

The Appendices provide a wealth of detailed information to help exporters to the Boston market. More detailed demographic and development statistics are provided in Appendix One. We recommend that firms who are seeking to enter the Boston market for the first time carefully review this information. It provides direction as to which communities to target: those with the highest populations and those expected to grow at the highest rates. Housing form is also important to residential building products of various types, with significant differences in the use of construction products between multi-storey and single family dwellings. Knowing where the highest demand for your product lines will be will help you to plan your marketing strategy.

Appendix Two provides information on some of the larger residential projects in the planning or early development stages throughout the Boston market area. These represent important opportunities for exporters of building products and include both inner city redevelopment initiatives and suburban subdivision activity.

Appendix Three gives an outline of the key contacts in the area that you will need to reach (including builders and developers, contractors, suppliers, wholesalers, distributors and associations) and a list of websites that will be helpful to you.

Massachusetts, like Kentucky, Pennsylvania and Virginia is a Commonwealth. The designation of 'Commonwealth' is used by the U.S. government in a similar manner to the term 'State'. In terms of building codes, the Commonwealth of Massachusetts sets the building code regulations and requirements throughout the state. Further information on building codes is provided in section 4.3.2 of this report. A full list of municipalities and contact information for the largest population centres is provided in Appendix Four.

2.3 DEFINITION OF BOSTON MARKET AREA

The Boston market area corresponds to the U.S. Census Bureau definition known as the "Primary Metropolitan Statistical Area" (PMSA). In 2000, this area had a total population of 5,287,393. The table below shows the 7 counties in this market area, as well as the names of cities in each county that had a population of over 70,000 in 2000. A total of 12 cities were at this population level, although the City of Boston itself is by far the dominant center, with a population of over 589,000.

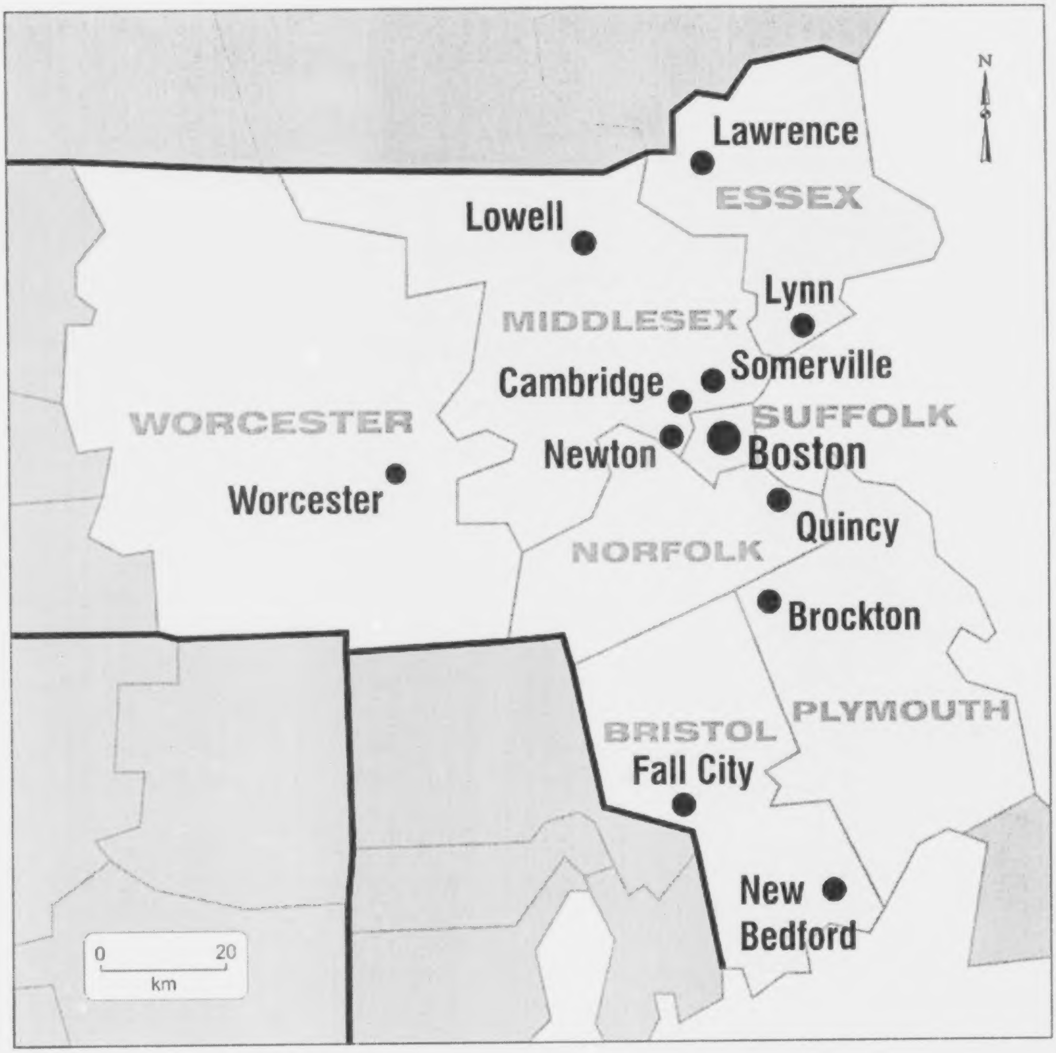
Table 1
Counties and the Largest Cities in the Boston Market Area

County	Cities over 70,000 population in 2000	
	Name of City	Population
Bristol	New Bedford	93,768
	Fall City	91,938
Essex	Lynn	89,050
	Lawrence	72,043
Middlesex	Lowell	105,167
	Cambridge	101,355
	Newton	83,829
	Somerville	77,478
Norfolk	Quincy	88,025
Plymouth	Brockton	94,304
Suffolk	Boston	589,141
Worcester	Worcester	172,648

Source: U.S. Census Bureau

The map below outlines the market area. Counties are shown in capital letters and are underlined. A complete list of cities, towns and villages by county (including population in 2000) is provided in Appendix Four.

Map of Boston, Massachusetts Market Area


N
Lawrence
ESSEX
Lowell
Lynn
MIDDLESEX
Somerville
Cambridge
SUFFOLK
WORCESTER
Newton
Boston
Worcester
Quincy
NORFOLK
Brockton
PLYMOUTH
BRISTOL
Fall City
New Bedford
0
20
km

Map Source: Weldon Hiebert, Cartographer, Department of Geography, University of Winnipeg, Winnipeg Manitoba

3.0 THE OPPORTUNITY

The Boston market area represents one of the most significant opportunities within the United States for Canadian exporters of residential building products and services. Below we outline the factors contributing to this level of opportunity.

3.1 A LARGE AND GROWING POPULATION

The Boston market ranks seventh among the 280 U.S. metropolitan areas in total population (behind New York, Los Angeles, Chicago, Washington, San Francisco and Philadelphia), with 5.2 million persons. This is slightly more than the largest Canadian metropolitan market (the Greater Toronto Area). The Boston area is also the center of the seventh largest Consolidated Municipal Statistical Area in the U.S., stretching from Maine to New Hampshire down to South-East Massachusetts and Connecticut, with a population of 5.8 million. The information below will provide some details on the population of the area, with more detailed analysis provided in Appendix One.

Population in the Boston area has been expanding steadily. The City of Boston's population has increased steadily for the last two decades at an average rate of 2.3%. Much of the City's growth is attributed to either students or young professionals. The City boasts a very well educated workforce, with 30% of residents over the age of 25 having completed college or university. From 1990 to 2000, the population of the Boston metropolitan area rose from 4.9 million to 5.2 million, a growth of 5.4% in ten years.

The City of Boston was ranked 20th in terms of population of U.S. cities for 2000, but was ranked 454th in terms of growth rate between 1990 and 2000[1]. None of the cities or towns in the Boston market area with a population of 50,000 or more in 2000 was ranked over 275 in terms of the growth rate between 1990 and 2000, indicating that these larger centres are mature and no longer developing rapidly. The Boston market area communities with the highest national ranking for growth during this period were Taunton (288), Lynn (329) and Cambridge (400).

Many of the smaller communities with populations between 20,000 and 35,000 did see growth of over 20% between 1990 and 2000. These include cities and towns such as Chelsea (22.2% growth), Shrewsbury (31.0%), Franklin (33.8%), Mansfield (35.3%), Wilmington (21.0%), and Westford (26.6%).

Not all of the municipalities in the Boston market area saw increases between 1990 and 2000. For example, of the larger centres, New Bedford's population decreased by 6.2% (6,154 persons), and Medford saw a population decrease of 2.9% (1642 persons) during this period.

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[1] www.demographia.com, Wendell Cox Consultancy

Local forecasters project that overall growth in the Boston market area is expected to continue over the next ten years in most parts of the market area, although at a slower rate than seen between 1990 to 2000. Appendix One provides additional information on population forecasts.

3.2 HOUSEHOLD FORMATION ALSO STRONG

While population growth is an indicator of housing demand, a greater understanding can be gained by looking at household formation, as the demand for housing units is a direct function of the number of households seeking accommodation.

The rate of household formation in the Boston market area is also relatively strong. Census data show an increase of 161, 876 households in the market area from 1990 to 2000. This represents growth of 8.7% in the total number of households for the period, and in recent years has been supporting housing market development activity of some 13,000+ new housing units annually across the market area.

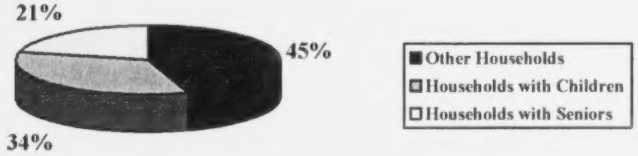
3.3 HOUSEHOLD CHARACTERISTICS SHAPE DEMAND FOR HOUSING TYPES

The household characteristics of the Boston market show a diverse range of needs. While about two thirds of households in the Boston market are families, only about one third of households include children under age 18. At the opposite end of the scale, about one quarter of households include persons over the age of 65. Just under a third of households are non-family households, with 10% of those being single individuals living alone.

Suffolk County (where the City of Boston is located) has the greatest percentage of non-family households and the highest percentage of people living alone, and also has the lowest percentage of seniors in the Boston Metropolitan Area. This mix reflects the high number of students and young professionals living in the City. Unlike other metropolitan areas, where multiple family dwellings are concentrated in the core city, in the Boston market area several outlying areas have a considerable amount of medium to high density housing including Essex, Middlesex, Norfolk and Worcester Counties.

Figure 1

Percentage of Households with Children or Seniors in Households
Boston Market Area 2000



Source: U.S. Census Bureau, Census 1990 and 2000
Source: http://factfinder.census.gov/

The Boston market has slightly more homeowners than renters. In the area as a whole, 61% of all households are homeowners. The lowest percentage of homeowners (34%) is in Suffolk County (where the City of Boston is located), with many outlying suburban areas exceeding 60%.

It is interesting to note that the rate of home ownership has been increasing in virtually all parts of the market, even in Suffolk County, where home ownership has grown from 32.5% of households in 1990 to 34% in 2000. Forecasters expect this trend in home ownership to continue.

In terms of age, the largest age groups are the 0-19 and 35-54 age groups. Adults age 35-54 comprise both the prime "move-up" market for new homes and the prime home renovation age. At the same time, forecasters expect a steady increase in the number of 55-64 year olds across the market area, which will create a growing need for housing for empty nesters. The number of senior citizens in the market area is forecasted to remain relatively constant. Similarly, the population of young adults (age 20-34) is expected to remain quite constant over the next fifteen years.

Income data show that 20.5% of all households in the Boston market area have incomes over $100,000. These are prime households for the home renovation and repair market. Middlesex and Norfolk Counties currently have the highest income profiles and are forecasted to remain the counties with the highest number of households with high income profiles over the next few years. Norfolk County is also expected to experience the highest growth in median income in the future.

3.4 A DIVERSE ECONOMY PROVIDES STABILITY

The Boston area is currently experiencing its ninth consecutive year of economic expansion, after suffering from a regional recession that affected the area from 1988 to 1992. Since that time the metropolitan area's economy has diversified, shifting away from traditional manufacturing industries to an economy based on financial and business services, research and development, health care, higher education, tourism and retail trade. The economy of Boston has remained strong throughout the past ten years, appearing on Fortune Magazine's Top Ten list 6 times since 1990.

Over the last few years public and private sector investment have resulted in a major expansion of construction activity. Revenue from building permits during the fiscal year of 2000 represented $2.11 billion in total construction activity. Private sector development included the construction of three new hotels and 15 office projects. In December 2000, Boston's overall office vacancy rate was 1.5%, which, according to the CB Richard Ellis Office Vacancy Index, is second lowest in the nation after San Francisco.

The public sector is currently involved in several large projects. These include the Central Artery Project which involves burying a six lane elevated interstate highway that runs through downtown Boston; the development of the South Boston Waterfront, and the redevelopment of the Fenway Park area. The Massachusetts Port Authority has a long-range capital program of approximately $3.0 billion for improvements to its facilities, most of which are located in the City of Boston.

There are 25 inpatient hospitals located in Boston. Based on 1999 data from the National Institute of Health, the City was the nation's largest centre for health research. In that year, medical research institutes received $947 million in National Institute of Health awards. Boston's medical institutions continue to invest in new facilities. As of December 2000, Tufts University was constructing a new $49 million biomedical research building and a nutrition center, and Children's Hospital had received approval for the addition of a medical research and clinical building.

As of the academic year of 1998-1999 there were 88 colleges and universities in the Boston market area. Thirty-nine of these institutions are located in the City of Boston, with a total enrollment of almost 300,000 students. According to Fortune magazine, Boston's colleges 'pump $5 billion into the local economy annually and are a magnet for innovative enterprises of all types'[2]. From 1991 to 1998, large projects at educational institutions in the City accounted for approximately $300 million in investment.

Boston is one the nations' largest centers of medical research activity and biotechnology industries. In the Commonwealth of Massachusetts there are 215 companies engaged in research and development and manufacturing biotechnology products as well as scientific equipment, supplies and support services to the industry. In 1998, the Ernst & Young annual biotechnology industry report showed the New England Region as the nation's second largest center for biotechnology by total assets ($7.3 billion), and research and development spending ($2.3 billion), the nation's third largest ranked by product sales ($2.3 billion) and total revenues ($3.2 billion) and the nation's fourth largest center as ranked by employees (18,395).

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[2] Insight – A Briefing Report on a Topic of Current Interest, December 1997, www.cityofboston.com/bra/pdf/publications/pdr97-3.pdf

Retail trade is also an important sector of the area's economy. According to the latest U.S. Economic Census in 1997, Boston was within the ninth largest metropolitan market. The City's 2,262 retail establishments are located in approximately 10 million square feet of space, and had an estimated total sales in of $5.6 billion. Retail sales in the City increased by 34% from 1992 to 1997. In the Boston Metropolitan Area retail sales increased by 46% during the same time period.

Between 1993 and 2000 a total of 123,500 new jobs were created in the City of Boston. In 2000 the number of jobs reached 702,129, an all time high bringing the City's unemployment rate to 2.2%. The average unemployment rate for the Boston market area was 2.9%, well below the national unemployment rate of 4.0%. The Boston market area, with just over half of the commonwealth's population, comprises about two-thirds of its economy.

The current success of the Boston economy supports expectations of continuing strong demand for housing in the area.

3.5 RECORD HOUSING DEVELOPMENT ACTIVITY IN RECENT YEARS

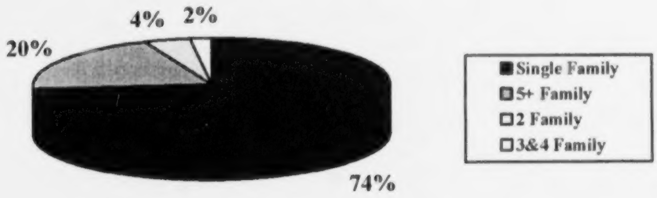
The growth in population, households and employment, combined with low interest rates and improved low downpayment lending practices, have sparked record levels of housing development activity across the Boston market in recent years.

Given the recent success of Boston's economy and several years of relatively little housing development, there is currently tremendous pressure on the City's housing market. In 2000, the Mayor of the City of Boston declared his goal of 7,500 new housing units over the next three years. In 1999 and 2000 the City of Boston issued permits for 2,105 and 2,655 housing units of new and rehabilitated housing respectively. During those same years 14,382 and 13,334 privately-owned residential permits were issued across the Boston Metropolitan area. These permits present an annual total of over $1.5 billion in residential construction in each of these years.

While the City of Boston is the largest individual area for construction, taking into consideration both public and private housing, there are considerable opportunities in the outlying areas. For example, in 2000, Middlesex County accounted for 27% of privately owned residential housing permits in the Boston market area, 24% of all the single family permits and 40% of all the multiple family permits. Overall, single family dwellings accounted for 74% of all private residential permits issued in the market area in 2000.

Figure 2

Percentage of Building Permits Issued by Unit Type
Boston Market Area, 2000



Source: U.S. Census Bureau Building Permits
Source: http://tier2.census.gov/CGI-WIN/BLDGPRMT/PRMTPLAC.EXE

3.6 *MAJOR NEW RESIDENTIAL PROJECTS*

Numerous major residential development projects are underway in various locations. The Boston Housing Authority, which is the largest landlord in Boston and the largest public housing authority in New England, is currently undertaking major revitalization initiatives at two of its public housing developments. These initiatives, funded by grants from the U.S. Department of Housing and Urban Development totaling $80 million, are designed to not only revitalize the housing authority's sites, but the surrounding neighbourhood as well. Through Economic Development Initiative Grants, funding has been made available for single family homeowner rehabilitation projects and multi-family housing projects which have resulted in a total of 304 completed units and 196 units in the planning stage.

Several large residential projects are currently underway in the City of Boston. One is a $20 million project involving the conversion of historic Minot Hall in Boston's South End to residential units. Another interesting project involves the conversion of the former Austin Bakery Company building. The project includes a six-storey residential addition to the existing building. The $70 million Wilkes Passage project will include a seven-storey loft building as well as 18,000 square feet of retail space on the ground floor. The project will result in 155 units of housing. In February 2001 a 20 storey tower broke ground. The site, adjacent to the Colonnade Hotel, will be home to 99 luxury apartments.

Appendix Two provides information on over 80 residential projects in the planning and design stages throughout the market area.

F.W. Dodge has forecast growth for the Boston market area of 8% between 2001 and 2002, but these forecasts were made prior to the events of September 11, 2001. The National Association of Home Builders has prepared an updated forecast as of December 21, 2001[3]. This forecast indicates that the total number of new housing units built across the nation will decline from 1.79 million in 2001 to 1.774 million in 2002, but then rebound strongly in 2003 to 1.863 million units.

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[3] NAHB Economic and Housing Forecast, www.nahb.org

3.7 *RESALE ACTIVITY FURTHER DEMONSTRATES MARKET STRENGTH*

While new residential construction has grown in recent years, resale activity further demonstrates the strength of the Boston housing market. After six years of relative stability, home prices have risen at a fast pace since 1996. The National Association of Realtors reported that the median price of existing homes in the Boston Metropolitan Area increased by 12.2% between 1998 and 1999, and again by 18.3% between 1999 and 2000. The median resale value of a home in this area in 2000 was $314,200, compared to $258,400 in 1998. Rapid escalation in resale prices provides evidence of the strength of the resale market.

Strong resale markets generally go hand-in-hand with heightened renovation activity. Given the continued declines in interest rates, and continued population growth and household formation within the Boston market area, strong levels of renovation activity are expected.

3.8 *STRENGTHS AND WEAKNESSES OF THE LOCAL HOUSING MARKET*

As with other U.S. markets, the Boston area housing market is expected to continue to benefit from relatively low interest rates which are encouraging first time buyers to enter the market and also having a positive effect on the home renovation market.

The housing market in Massachusetts has seen declines in the number sales of detached single family homes between 2000 and 2001, although sales for the first 6 months of 2001 were above the previous year's sales. The number of single family home sales dropped 2.8% in December 2001 compared to December 2000, and showed declines each month from September to December 2001. Condominium sales also declined in this year-to-year comparison. In fact, the sales of condominiums declined by 13.6% between November and December 2001.

Although the number of sales has seen decreases in the latter portion of 2001, home prices are rising. The average selling price of a single family detached home in Massachusetts rose by 3% between December 2000 and December 2001. Prices for condominium units increased considerably between December 2000 and December 2001; an increase of 15.9%.

3.9 *NOTABLE TRENDS AND OPPORTUNITIES FOR NEW CONSTRUCTION AND RENOVATION*

Activity by the City of Boston under the program 'Leading the Way' has already seen extensive new construction and renovation of affordable housing. The program began in 2000, and has a goal of "creating 7,500 units by 2003, renovating 1,100 units of vacant public housing, creating

2,100 units in city-sponsored affordable housing developments, preserving 5,342 affordable rental units, raising $30 million for affordable housing through the sale of surplus buildings, making 1,000 city-owned abandoned lots available for housing development, and reducing the number of abandoned dwellings."[4] This program has already seen permits issued for 4,686 units, and planning of 7,149 additional units.[5]

The redevelopment of 'brownfield' sites (sites previously used for industry that are contaminated) is one area where opportunities for new construction are found in the Boston market area. For example, the Massachusetts Port Authority is currently planning the redevelopment of a site in South Boston into a park and housing units as well as retaining some of the industrial use for marine-related businesses[6]. At the time this report was prepared, the land had not been purchased by the Massachusetts Port Authority, although steps had been taken toward this goal. Barriers toward this redevelopment include deciding on the type of housing to be constructed and determining how much land to allocated for housing, parks and industrial uses.

Other 'brownfield' sites have been cleaned up under the Brownfields Revitalization program. MassDevelopment has provided funding for clean up of these sites, giving priority to the most contaminated sites in the Commonwealth. The article "Law is clearing former polluted sites for reuse" states that "approximately a third of MassDevelopment's brownfields funding is earmarked for properties that can be converted to housing."[7] The author indicates that approximately 9% of the projects undertaken under this program have involved housing.

A number of communities are moving toward becoming designated as "District of Critical Planning Concern (DCPC)". Three towns (Barnstable, Wellfleet and Eastham) have sought a town-wide DCPC, although only Barnstable has been designated as a DCPC to date. This designation is used "to protect areas with unique resources of regional importance by prohibiting residential new construction in the area".[8] The effect of this designation is to slow or stop residential construction in the towns. The Home Builders Association of Cape Cod is currently suing the town of Barnstable and the Cape Cod Commission to have the designation revoked.

Although the current economic downturn will affect the housing industry, it is not expected to have the same impact as seen in the 1980's. Builders at that time were building most developments 'on spec', instead of today where most homes are presold before construction begins.[9] The author of the article "Lessons Learned: Building Industry Remains Strong in

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[4] Thomas Grillo, Boston Globe, www.boston.com/dailyglobe2

[5] ibid

[6] Thomas C. Palmer, Massport uncertainty puts project on hold, Boston.com Real Estate, www.realestate.boston.com/news

[7] Davis Bushnell, Law is clearing former polluted sites for reuse, Boston Globe, www.boston.com/dailyglobe2/

[8] Building Critical Concerns: DCPC's and Cape Cod Development, The Warren Group, www.thewarrengroup.com

[9] Kelly Elder, Lessons Learned: Building Industry Remains Strong, The Warren Group, www.thewarrengroup.com

Recessionary Economy" quotes Ron Roux, President of Hallmark Properties who says that although there are buyers for new homes, there is not enough land to build on. "The cost of land has skyrocketed – it's at an all-time high right now. The people who are fortunate to have land are expecting amounts that are unrealistic – there's no room for builders to make money." The article also refers to the problem builders face with local building regulations.

The high-end real estate market is flourishing, according to Ron Roux as quoted by Kelly Elder in the article noted above. Mr. Roux also indicated that "maybe materials and labor will be more competitive"[10] which will offset the decrease in new home construction.

Large 'mansion' homes have become prevalent in some communities in the Boston market area, to the extent that some municipalities are limiting height and lot coverage. The community of Wellesley[11], for example, has put forward five proposed zoning bylaw changes which will restrict the height of homes being built or renovated. The concern of builders in this community is that renovations to existing Victorian homes would be prevented and the creativity of homebuilders would be hampered.

Investment in multi-family buildings has remained strong. Buyers are finding this market is attractive due to the "low interest rates and the reputation for stability"[12] according to Jonathan Close of Nordblom. Mr. Close believes the market for multi-family housing in Boston is "particularly hot" because "it's one of the most stable investments – it's easy to replace a residential tenant…The supply of new multi-family units is very limited, so the properties are very valuable".[13]

The article "Lessons Learned: Building Industry Remains Strong" interviewed Finley H. Perry Jr., president of F. H. Perry Builder and incoming president of the Builders Association of Greater Boston. Mr. Perry stated "I don't think we're in recession with respect to the remodeling industry…We're seeing a lot fewer housing starts in terms of new construction, and the overall economy is in recession. But (remodelers are) not seeing that kind of slowdown".[14] The reason Mr. Perry gives for the strength in the remodeling sector is that people are looking to be comfortable, and they are undertaking remodeling work that they have wanted to do for some time.

Information provided by the Canadian Consulate General, Boston[15] indicates that sales of building products at the major home centres and warehouses in the fall of 2001 remained strong, despite uncertainties in the economy. Major chains such as Home Depot, Wal-Mart and Lowe's reported that their "New England operations are faring better than a number of their other stores."[16]

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[10] ibid

[11] Erica Noonan, Zoning Proposals Debated, Boston Globe, www.boston.com/dailyglobe

[12] Alison Cohen, Shaky Economy, The Warren Group, www.thewarrengroup.com

[13] ibid

[14] ibid

[15] Construction Sector Profile: U.S.A. – Boston, November 2001, www.infoexport.gc.ca

Typical costs of renovation projects in the Boston area for 2001 are shown below.

Table 2
Cost of Renovation Projects, Boston Market Area, 2001

Type of Project	Renovation Cost
Attic Bedroom	$37,087
Basement Refinishing	$46,634*
Bathroom Addition	$16,915*
Bathroom Remodel	$8,126
Deck Addition	$7,210
Exterior Paint	$9,792*
Family Room Addition	$54,664
Home Office	$12,070
Major Kitchen Remodel	$42,966
Master Suite	$74,989
Minor Kitchen Remodel	$17,956
Re-roofing	$10,913*
Siding Replacement	$7,248*
Sunroom	$31,805*
Two-Storey Addition	$79,115*
Window Replacement	$10,287

* denotes data cost from 2000
Source: Remodeling Online, http://209.143.248.138/frmCostValue

The above factors show that the Boston market area is a vibrant residential market. Growing population, continued household formation and economic diversity are contributing to record levels of residential development. The large stock of existing homes and the strong resale market point to major opportunities for renovation products. Canadian exporters should give strong consideration to entering this market.

Below we outline the market opportunities for five residential products of particular interest to Canadian exporters.

3.10 FORECASTS FOR FIVE KEY RESIDENTIAL PRODUCTS

Review of available data and discussions with CMHC, the Canadian Consulate General, Boston and F.W. Dodge indicate that five key residential products are of particular interest to Canadian exporters to the Boston market area. These include:

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[16] ibid

- Cabinetry
- Doors and Windows
- Flooring
- Siding
- Pre-engineered/panelized building systems

Forecasts for these products are provided below.

Information for four product lines (Cabinetry, Doors and Windows, Flooring and Siding) was provided by F. W. Dodge, part of the McGraw-Hill Construction Information Group. This firm collects data from the construction industry across the U.S. and Canada, and then prepares detailed forecasts for 22 specific product types. Data are collected using a variety of methods, including contacting builders and permitting offices within local municipalities. New home designs are analyzed to determine which features are most likely to be present in a typical home being built. Factors are then applied based on typical new home designs (e.g. number of windows) and housing growth forecasts, using this information to calculate the level of demand for specific products.

F. W. Dodge develops their forecasts for residential home construction products based on product demand, which is directly related to the number of housing starts in a particular area.

The following table summarizes the change in the percentage of demand of units for these product lines between 2000 and 2002.

Table 3
F.W. Dodge Forecast Percentage Change in Products Required for New Construction and Renovation and Repair Boston Market Area, 2000-2001 and 2001-2002

Product	**New Construction**		**Renovation and Repair**	
	2000-2001	2001-2002	2000-2001	2001-2002
Cabinetry	6%	8%	0%	0%
Interior Doors	6%	8%	0%	0%
Exterior Doors	6%	8%	0%	0%
Patio Doors	5%	8%	0%	0%
Windows	4%	9%	0%	0%
Flooring	5%	9%	0%	0%
Siding	4%	9%	0%	0%

Source: F.W. Dodge Forecasts

While year-end totals have not yet been provided, F.W. Dodge are expecting to show an increase of between 4 and 6% for new construction between 2000 and 2001. The degree of increase varies by the type of product, with cabinetry, interior doors and exterior doors showing the highest rate of increase (6%), patio doors and flooring having a forecast 5% increase, and windows and siding with a 4% increase.

The increase shown in the forecasts above is based on the number of housing starts in the Boston market area, and is also affected by the types of homes built including factors such as number of doors and rooms, size of the home and finishes typically used in the area. Between 2001 and 2002, F.W. Dodge has forecast growth for new construction for all four product lines of between 8 and 9%. This is based on an expectation of a continued increase in housing starts, partially fuelled by growing levels of activity in the latter part of 2001 which occurred primarily due to drops in interest rates.

For renovation and repair, F.W. Dodge has forecast that the demand for all four product lines for 2001 and 2002 will remain constant with the previous year's activity.

3.10.1 Cabinetry

The market for cabinetry is significantly impacted by both new construction and renovations, notably kitchen and bathrooms. The following information on the demand for cabinetry in the Boston market area was prepared by the F. W. Dodge Market Analysis Group in August 2001.

3.10.1.1 New Construction Market for Cabinetry

F. W. Dodge projects that the demand for cabinets in newly constructed dwellings in the Boston market area will approach almost a quarter of a million units in 2002. The types and quantities of cabinets required for new homes built in 2000 and forecast to be built in 2001 and 2002 units are shown below.

Table 4
Product Demand, Cabinetry in New Construction
Boston Market Area
2000 Actual and 2001 and 2002 Projected

Total Product Demand in Units	**2000**	**2001**	**2002**
Kitchen	178,642	189,570	204,769
Bathroom/vanity	23,930	25,394	27,430
Other room cabinets	5,541	5,880	6,352
Total	**208,114**	**220,844**	**238,550**

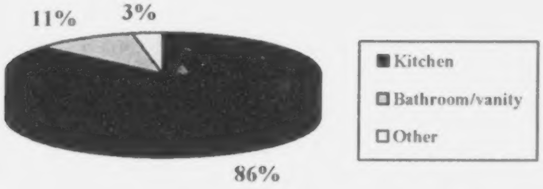
Source: F.W. Dodge Market Analysis Group

Other room cabinets would include storage cabinets in laundry or utility rooms, excluding kitchens and bathrooms. The demand for cabinets for new construction in the Boston market area is forecasted to grow by 6% between 2000 and 2001, and by 8% between 2001 and 2002.

The share of the various types of cabinets is shown below.

Figure 3

Share of Types of Cabinets, New Construction
Boston Market Area, 2000



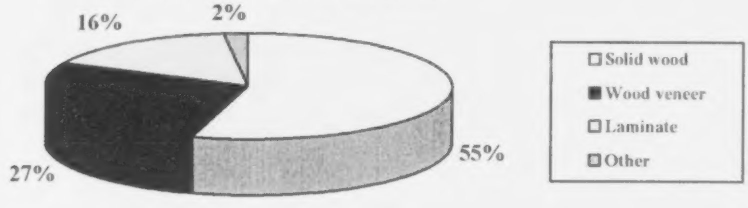
Source: F.W. Dodge Market Analysis Group

F. W. Dodge finds that kitchen cabinet units average 15.2 per new dwelling, while bathroom cabinet units average 2.0 per dwelling. Other room cabinets are installed in just under 50% of new dwellings.

In 2002, it is expected that the majority of door fronts will be solid wood. The following chart shows the various door front materials forecast to be used in 2002.

Figure 4

Cabinet Door Front Material Forecast, New Construction,
Boston Market Area, 2002

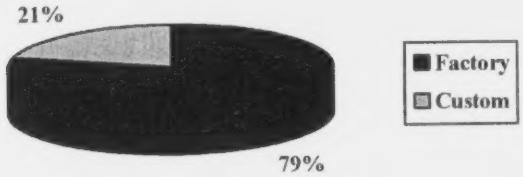


Source: F. W. Dodge Market Analysis Group

Factory built cabinets will make up the largest segment of the market for 2002.

Figure 5

Type of Cabinet Manufacturer Forecast, New Construction Boston Market Area, 2002

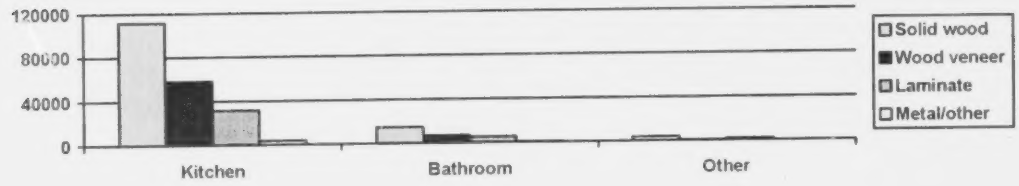


Source: F. W. Dodge Market Analysis Group

The material forecast to be used for the door fronts of cabinets installed in 2002 is broken down by location in the home as shown below.

Figure 6

Number of Units by Type of Cabinet Material Forecast, New Construction, Boston Market Area, 2002



Source: F. W. Dodge Market Analysis Group

3.10.1.2 Renovation/Repair Market for Cabinetry

While over 238,000 cabinet units in new construction are expected to be installed in 2002, F. W. Dodge projects that renovation and repair projects will demand over 1.1 million units. The types and quantities of cabinets forecast to be installed between 2000 and 2002 for home renovations are shown below.

Table 5
Product Demand, Cabinetry in Renovation and Repair
Boston Market Area
2000 Actual and 2001 and 2002 Projected

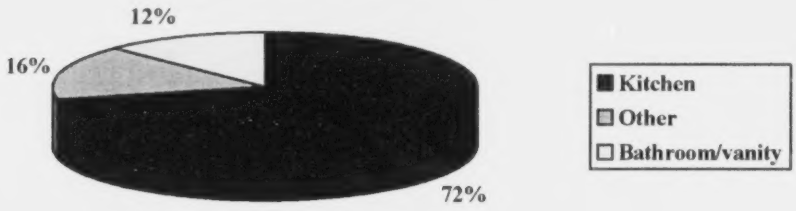
Total Product Demand in Units	**2000**	**2001**	**2002**
Kitchen	834,192	837,631	841,456
Bathroom/vanity	145,575	146,175	146,842
Other room cabinets	190,974	191,761	192,637
Total	**1,170,741**	**1,175,567**	**1,180,935**

Source: F. W. Dodge Market Analysis Group

The demand for cabinetry products for renovation and repair in residential construction for the Boston market area is forecasted to remain fairly constant, growing by less than 1% between 2000 and 2001 and between 2001-2002. The actual product demand for cabinetry in renovation and repair projects for 2000 is broken down by the various locations where the cabinets are installed.

Figure 7

Share of Types of Cabinets, Renovation and Repair
Boston Market Area, 2000



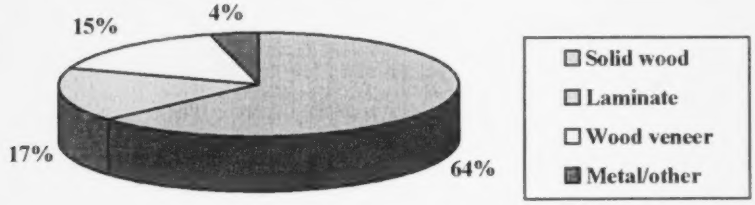
Source: F.W. Dodge Market Analysis Group

In 2002, it is forecasted that 78,096 renovation/repair projects will include cabinets. This represents 3.7% of all housing units in the Boston market area. It is interesting to note that in new construction, only 6,352 other room cabinets would be installed, compared to 192,637 in renovations. These cabinets would include entertainment centres in living and family rooms.

As in new construction, in 2002, it is expected that the majority of door fronts for cabinet renovation projects will be solid wood, although the use of solid wood is significantly higher for renovation projects. The following chart shows the various door front materials forecast to be used in 2002.

Figure 8

Cabinet Door Front Material Forecast, Renovation and Repair
Boston Market Area, 2002

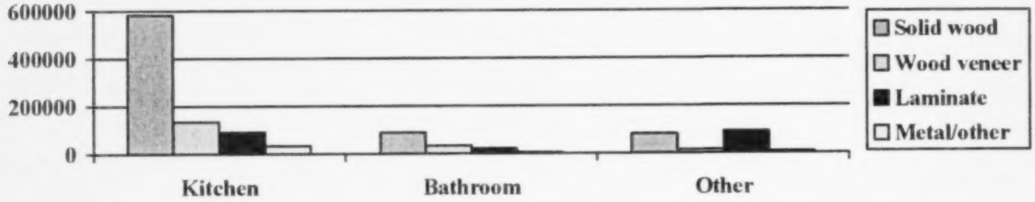


Source: F. W. Dodge Market Analysis Group

The material forecast to be used for the door fronts of cabinets installed in 2002 is broken down by location in the home as shown below.

Figure 9

Number of Units of Cabinet Door Front by Material Forecast,
Renovation and Repair, Boston Market Area, 2002



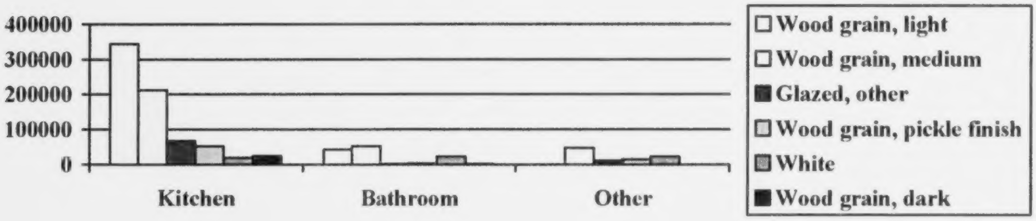
Source: F. W. Dodge Market Analysis Group

As seen in the new construction data, the most common door material for the majority of cabinets to be installed in all kitchens and bathrooms is expected to be solid wood. In other rooms, however the majority of cabinet doors are expected to be laminate. The use of other materials, including metal, is slightly higher in renovation and repair projects than for new units being constructed.

The expected colour of the solid wood and wood veneer cabinets to be installed in the three locations in the home in 2002 is shown below.

Figure 10

Number of Units by Colour of Solid Wood and Wood Veneer Cabinets Forecast, Renovation and Repair, Boston Market Area, 2002



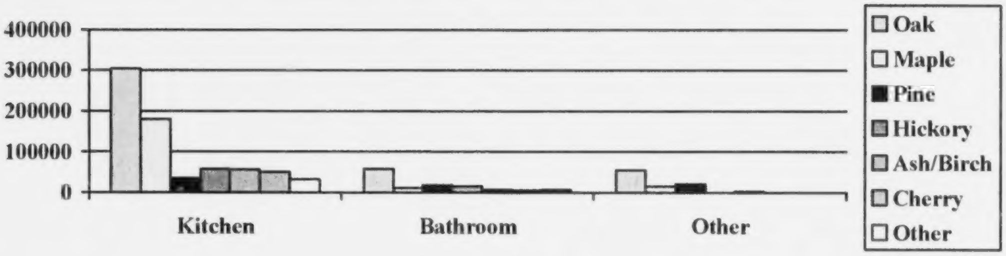
Source: F. W. Dodge Market Analysis Group

As shown above, wood grains in light or medium tones are expected to be most popular overall.

The species of wood for the cabinet door fronts varies depending on where the cabinet is installed.

Figure 11

Number of Units by Species of Wood for Cabinet Door Fronts Forecast, Renovation and Repair, Boston Market Area, 2002



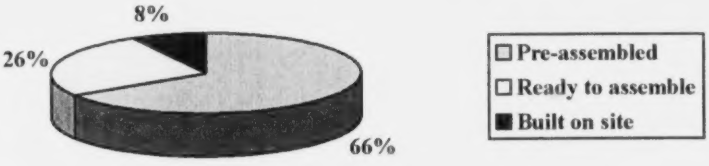
Source: F. W. Dodge Market Analysis Group

As shown above, oak is expected to be the most popular species for cabinet door fronts to be used in renovations in 2002 in the Boston market area.

Pre-assembled cabinets are expected to make up the largest segment of the market for 2002 for home renovations as shown below. A higher number of cabinets will be built on site (8%) for renovation projects compared to new home construction (0.23%).

Figure 12

Type of Cabinet Manufacturer for Cabinets Forecast, Renovation and Repair, Boston Market Area, 2002

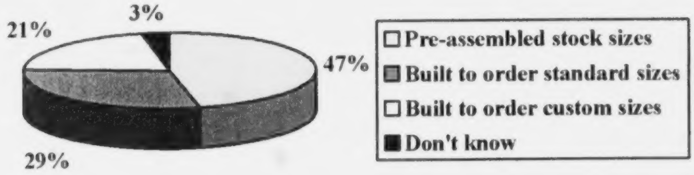


Source: F. W. Dodge Market Analysis Group

Of the pre-assembled cabinets forecast to be installed during home renovations in 2002, the majority are expected to be stock sizes as shown below.

Figure 13

Types of Pre-Assembled Cabinets Forecast, Renovation and Repair, Boston Market Area 2002



Source: F. W. Dodge Market Analysis Group

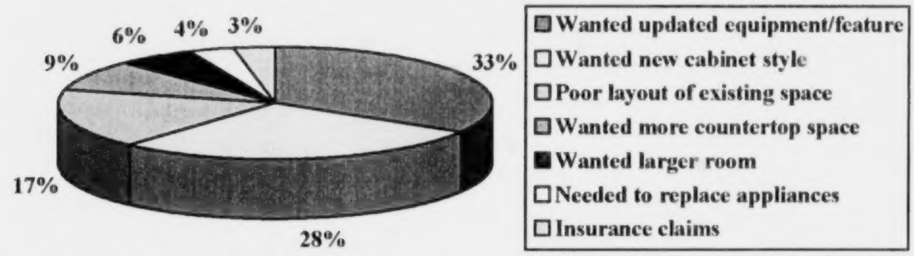
The type of cabinet installed in home renovation projects in 2002 will likely be framed (49%), compared to 18% frameless, although a significant number of projects fall into the "don't know" category (33%).

The annual value of cabinet renovation is expected to rise steadily by 0.4% from $131,739,410 in 2000 to $132,285,544 in 2001 and $132,886,591 in 2002. Since there will be an expected 78,096 homes in 2002 where cabinets will be installed, this works out to a cost per home of approximately $1,701, and an average of 15.1 cabinets per home, almost identical to the 15.2 cabinets installed in the average new home.

The reasons for the renovation projects involving new cabinet installation for 2002 are shown below.

Figure 14

Reasons for Remodelling Cabinets, Boston Market Area, 2000



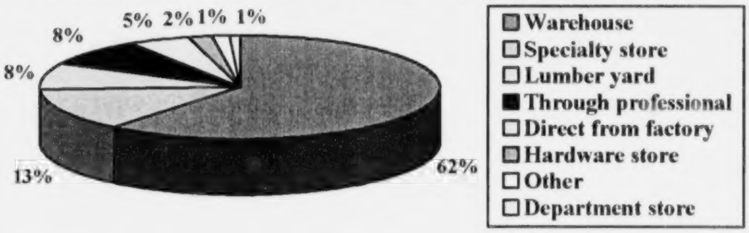
Source: F. W. Dodge Market Analysis Group

Slightly more cabinet remodeling jobs in 2002 are expected to be part of larger remodeling projects (50%) than replacement/installation of cabinets only (42%). Adding a new room to the home is expected to account for the remaining 8% of the projects. More cabinet remodeling jobs in 2002 are expected to be installed by professionals (55%) than self-installed (45%) and a higher number of purchases are expected to be made through a professional (52%) than self-purchased (48%).

The place of purchase of the cabinets for renovation and repair projects is primarily through a warehouse. The location of purchases for cabinets expected to be installed in 2002 is shown below.

Figure 15

Place of Purchase of Cabinets Forecast, Renovation and Repair, Boston Market Area, 2002



Source: F. W. Dodge Market Analysis Group

3.10.2 Doors and Windows

Doors and Windows make up a large part of the new construction and renovation market in the Boston market area. The information provided below was prepared by F. W. Dodge Market Analysis Group in August 2001.

3.10.2.1 New Construction Market for Doors and Windows

In 2002, approximately 520,000 units of doors and windows will be required for new construction projects. The types and quantities of doors and windows required for new homes constructed in 2000 or expected to be built in 2001 and 2002 are shown below.

Table 6
Product Demand, Doors and Windows in New Construction
Boston Market Area
2000 Actual and 2001 and 2002 Projected

Total Product Demand in Units	2000	2001	2002	% change 2000-2001	% change 2001-2002
Interior doors	200,058	212,427	229,496	6%	8%
Exterior doors	45,969	48,715	52,670	7%	8%
Patio doors	17,842	18,795	20,375	5%	8%
Windows	191,152	199,113	217,211	4%	9%
Total	**455,021**	**479,050**	**519,752**	**6%**	**8.3%**

Source: F. W. Dodge Market Analysis Group

The average number of doors and windows expected to be installed in each new home constructed in 2002 is shown below.

Table 7
Average Number of Doors and Windows per Home Forecast, New Construction, Boston Market Area, 2002

Category	Type	Demand	Average/Home
Interior door	Passage doors	111,392	8.3
	Passage type used on closets	57,739	4.3
	Closet type	60,365	4.5
	Total interior doors	**229,496**	**17.1**
Exterior doors	Front wood	1,887	0.1
	Front steel	9,190	0.1
	Front fiberglass	2,839	0.2
	Front-other material	97	0.0
	Other: Hinged wood	3,942	0.3
	Other: Hinged steel	27,989	2.1
	Other: Hinged fiberglass	6,497	0.5
	Other: Hinged other material	229	0.0
	Total exterior doors	**52,670**	**3.3**
Patio doors	Sliding glass	13,226	1.0
	Hinged	7,149	0.5
	Total patio doors	**20,375**	**1.5**
Windows	Window openings	212,014	15.7
	Bow/bay openings	5,197	0.4
	Total windows	**217,211**	**16.1**

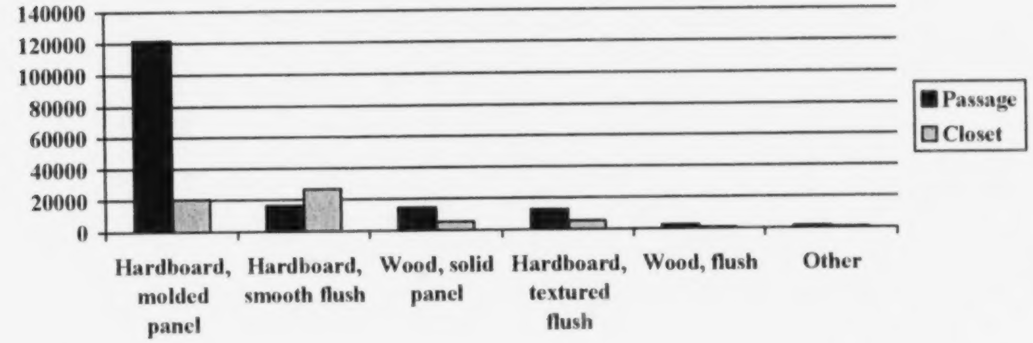
Source: F. W. Dodge Market Analysis Group

A typical home to be constructed in 2002 is expected to have 3.3 exterior doors, likely hinged steel type; 1.5 patio doors, probably sliding glass; 17.1 interior doors, with 12.6 being interior passage doors and 4.5 closet doors; and 15.7 windows, with relatively few bow/bay windows.

The details of the interior doors in a typical home expected to be built in 2002 are shown below.

Figure 16

Number of Interior Doors by Type Forecast, New Construction, Boston Market Area 2002



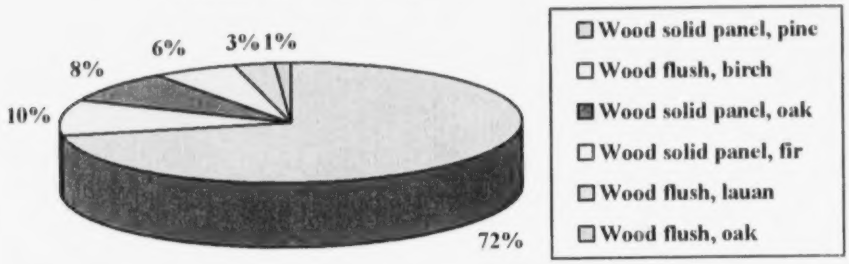
Source: F. W. Dodge Market Analysis Group

Included in the above interior doors will be specialty doors, with forecasts of over 5,600 interior French doors and 4,800 pocket doors to be installed. Approximately 71% of these interior doors will be pre-hung. Most of the passage doors are expected to be hollow core (91%). Closet doors are generally expected to be bypass pairs (64%) or bifold double door (28%), with only 6% bifold single doors, and 2% accordion fold expected to be installed. For passage doors used on closets, it is expected that 68% will be single passage, and 32% double passage. Closet doors are expected to be mainly hollow core (92%).

The following chart shows the various interior door front materials expected to be used in 2002.

Figure 17

Interior Wood Door Front Material Forecast, New Construction Boston Market Area, 2002

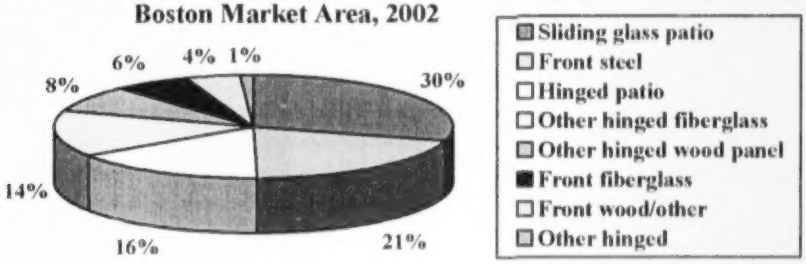


Source: F.W. Dodge Market Analysis Group

The type of exterior doors expected to be installed in homes built in 2002 is shown below.

Figure 18

Type of Exterior Doors Forecast, New Construction, Boston Market Area, 2002



Source: F. W. Dodge Market Analysis Group

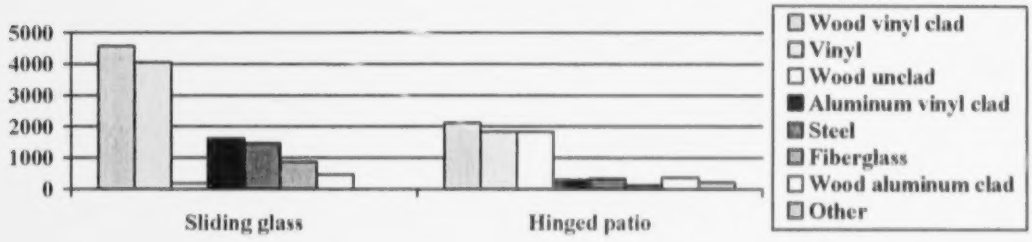
The majority of the doors expected to be installed in new homes in 2002 will be single hinged (66%), with only 5% double hinged doors forecast to be installed. Each new home is expected to have slightly under 4 exterior doors, with 26% of the doors considered front doors, and 74% other exterior doors, including 21% between the house and garage and 15% between the garage and outside.

Of the hinged exterior doors expected to be installed, the largest share are expected to be steel raised panel (57%), followed by steel embossed design (11%), and fiberglass raised panel (10%). The most popular material used as front doors will be steel raised panel (54%), fiberglass raised panel (14%), steel embossed design (11%) and wood raised panel plain (8%). The most popular doors expected to be used in locations other than the front door are similar, with steel raised panel used in 59% of locations, steel embossed design 10%, and fiberglass raised panel in 8% of the locations.

Patio doors expected to be installed in 2002 will be both sliding glass doors (65%) and hinged glass doors (35%). The frame material expected to be used in both of these door styles is shown below.

Figure 19

Number of Units by Frame Material for Patio Doors Forecast, New Construction, Boston Market Area, 2002



Source: F. W. Dodge Market Analysis Group

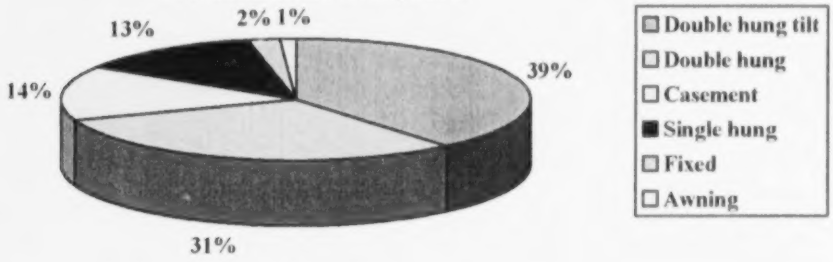
The majority of sliding glass doors forecast to be installed in new homes in 2002 are expected to have dual-pane low E glass (67%). Similarly, 55% of the hinged patio doors are expected to have dual-panes and low E glass, with less than 1% of installations having single pane glass. Approximately 22% of hinged patio doors will be true french doors, and 15% of the hinged patio doors forecast to be installed will open to the outside.

In the new homes forecast to be built in 2002 in the Boston market area, the most common window installed is expected to be wood clad (54%), followed by vinyl sash and frame (37%). Most of the windows installed will be dual-pane with low E (76%), with 23% installed as dual-pane without low E.

The various types of windows expected to be installed is shown below.

Figure 20

Type of Window Forecast, New Construction Boston Market Area, 2002

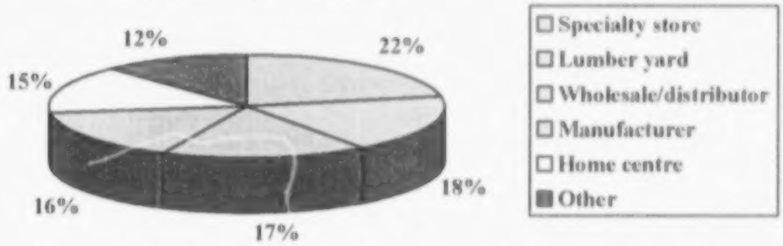


Source: F. W. Dodge Market Analysis Group

The expected place of purchase for the windows used in new home construction is shown below.

Figure 21

Place of Purchase for Windows, Forecast, New Construction
Boston Market Area, 2002



Source: F. W. Dodge Market Analysis Group

As shown above, the source for the windows forecast to be installed in new homes in 2002 is relatively evenly spread among the various suppliers.

3.10.2.2 Renovation/Repair Market for Doors and Windows

Doors and windows required for renovation and repair will far surpass the demand for units needed for new construction. The types and quantities of doors and windows required for the Boston home renovation market are shown below.

Table 8
Product Demand, Doors and Windows in Renovation and Repair
Boston Market Area
2000 Actual and 2001 and 2002 Projected

Total Product Demand in Units	**2000**	**2001**	**2002**
Interior doors	485,768	487,402	489,259
Exterior doors	122,896	123,378	123,917
Patio doors	58,654	58,895	59,162
Windows	933,134	936,951	941,200
Total	**1,602,452**	**1,608,627**	**1,615,540**

Source: F. W. Dodge Market Analysis Group

The renovation market for doors and windows in the Boston market area is forecasted to remain fairly constant between 2000 and 2002, increasing by less than 1% annually. The number of doors and windows forecast to be installed in renovations of homes in 2002 is shown below.

Table 9
Doors and Windows Forecast to be Installed, Renovation and Repair, Boston Market Area, 2002

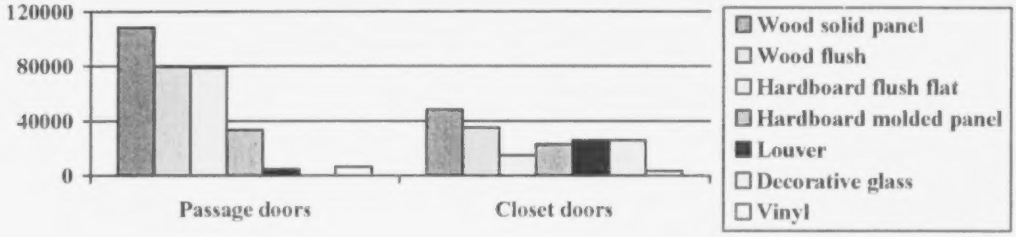
Category	Type	Demand	% share
Interior door	Passage wood	188,035	38%
	Passage hardboard	113,228	23%
	Passage other	11,113	2%
	Closet wood	109,278	22%
	Closet hardboard	37,970	8%
	Closet other	29,635	6%
	Total interior doors	**489,259**	**100%**
Exterior doors	Wood flush	8,862	7%
	Wood panel design	16,800	14%
	Steel flush	22,261	18%
	Steel raised panel	64,201	52%
	Steel embossed	3,855	3%
	Fiberglass flush	2,128	2%
	Fiberglass raised panel	5,810	5%
	Total exterior doors	**123,917**	**100%**
Patio doors	Sliding glass	36,996	63%
	French doors	13,038	22%
	Hinged patio	7,606	13%
	Other patio doors	1,521	3%
	Total patio doors	**59,162**	**100%**
Windows	Bow/bay	24,185	3%
	Single hung	27,208	3%
	Double hung	70,036	7%
	Double hung tilt	561,294	60%
	Sliding	71,547	8%
	Casement	62,478	7%
	Awning	27,712	3%
	Fixed	25,697	3%
	Greenhouse	3,023	0.3%
	Other	68,020	7%
	Total windows	**941,200**	**100%**

Source: F. W. Dodge Market Analysis Group

The details of the interior doors expected to be used in renovation projects in 2002 are shown below.

Figure 22

Number of Units of Interior Doors by Material Forecast, Renovation and Repair, Boston Market Area, 2002



Source: F. W. Dodge Market Analysis Group

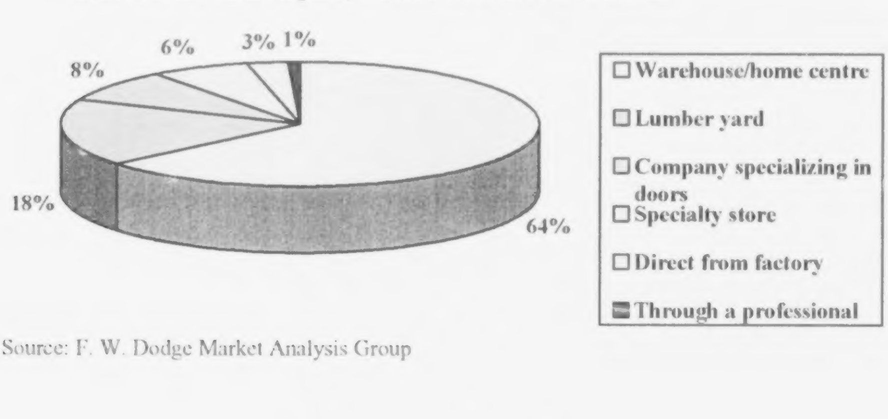
The most common doors used for passages are expected to be wood solid panel (35%), wood flush (26 %) and hardboard, flush, flat (25%). Popular closet doors are expected to include wood panel (27%), wood flush (20%), wood louver and decorative glass (15% each).

In the renovation process involving the installation of interior doors, the majority of doors are expected to be installed by the homeowner (61%). Where a professional will install interior doors, the majority will be purchased by a contractor (62%), with only 38% purchased by the homeowner.

The expected source of the purchase of exterior doors to be installed in renovations of homes in 2002 is shown below.

Figure 23

Source of Purchase of Exterior Doors Forecast Renovation and Repair, Boston Market Area 2002



Source: F. W. Dodge Market Analysis Group

As shown above, the largest source of exterior doors for renovation will be warehouses and home centres. Of the total exterior doors installed during renovations, 77% are expected to be installed by contractors, and 23% by the homeowner. Homeowners are expected to directly purchase 54% of the exterior doors themselves, regardless of who installs the product.

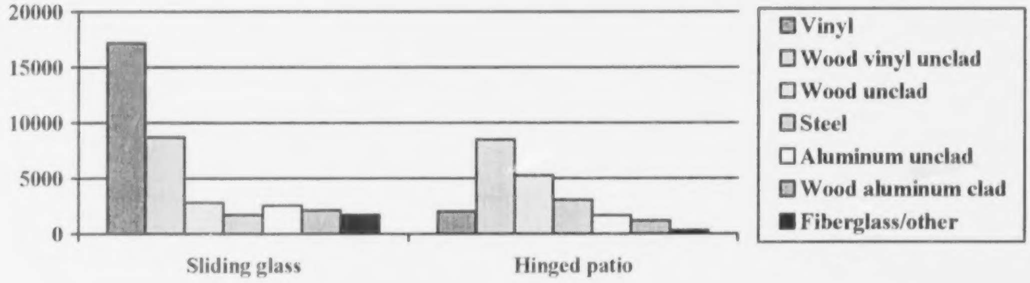
Of all exterior doors installed in renovations in 2002, 90% are expected to be single hinged, and only 10% double hinged. A large number of doors are expected to have glass inserts, with 85% of front doors and 59% of other exterior doors containing glass. Clear glass is expected to be most prevalent over stained glass in these doors; 55% of front doors and 64% of other exterior doors containing glass are expected to have clear glass. Sidelights on front doors will be included on an estimated 23% of the doors installed, with 9% having one panel and 14% having two panels.

Most exterior doors are expected to be pre-hung in a frame; 74% of front doors and 83% of other exterior doors.

Patio doors for home renovation projects in 2002 are expected to be sliding glass doors (63%), french units (22%), hinged glass doors (13%), and other types (3%). The frame material expected to be used in both of these door styles is shown below.

Figure 24

Number of Units by Frame Material of Patio Doors Forecast, Renovation and Repair, Boston Market Area, 2002



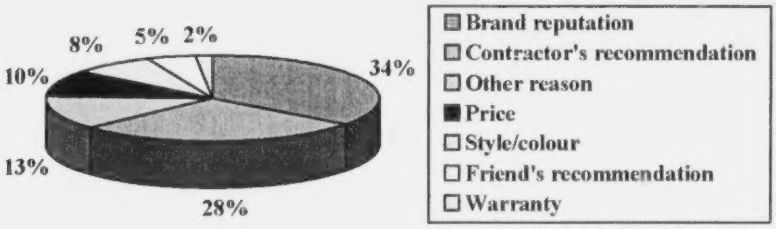
Source: F. W. Dodge Market Analysis Group

The majority of sliding glass doors expected to be installed in home renovations in 2002 will have dual-pane glass (78%), but a surprising 11% will have single-pane glass. Similarly, 67% of the hinged patio doors are expected to have dual-panes, although 25% of installations will have single pane glass. Approximately 40% of sliding glass doors will have low-E glass, compared to only 21% of hinged patio doors.

Popular patio door brands for home renovation products used in the Boston market area include Andersen (53% of market), Pella (15%), Peachtree (8%), and Marvin (4%). The main reasons why these brands were selected are shown below.

Figure 25

Reason for Brand Selection, Patio Doors Forecast, Renovation and Repair, Boston Market Area, 2002



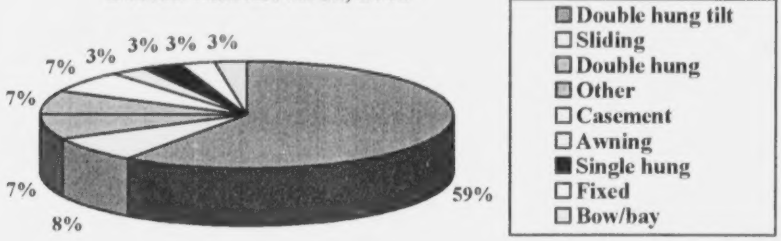
Source: F. W. Dodge Market Analysis Group

Of the 941,200 windows expected to be installed during renovations in 2002 in the Boston market area, the most common type is expected to be vinyl (67%), followed by wood vinyl clad (13%). Most of the windows installed will be low E (77%); only 23% are forecast to be installed without low E. The majority of windows installed are forecast to be double glazed (88%), with only 3% single glazed and 9% triple glazed. White is the overall favourite for window renovations, with forecasts for 92% of the total windows installed in this exterior colour. Other popular colours include tan (4%), brown (2%) and unfinished (2%).

Various types of windows are expected to be installed in renovations in 2002 as shown below.

Figure 26

Type of Windows Forecast, Renovation and Repair, Boston Market Area, 2002

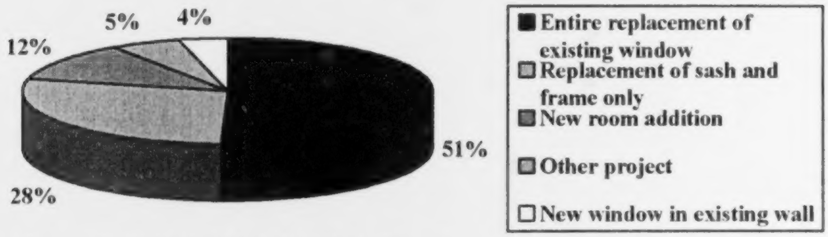


Source: F. W. Dodge Market Analysis Group

The forecast for type of window replacement job is shown below.

Figure 27

Expected Type of Job for Window Installations Forecast, Renovation and Repair, Boston Market Area, 2002

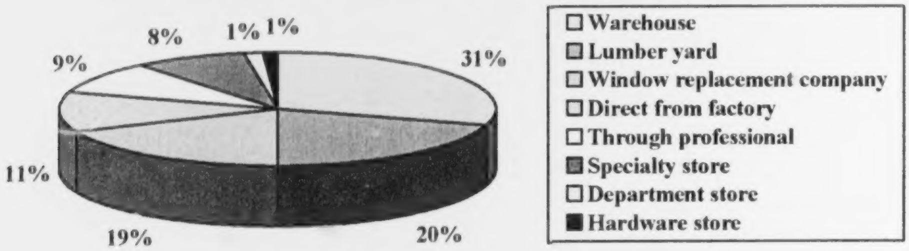


Source: F. W. Dodge Market Analysis Group

Windows in home renovation projects are most often installed by a professional (86%), and 76% are purchased through a dealer. The place of purchase for the windows expected to be installed is shown below.

Figure 28

Place of Purchase for Windows Forecast, Renovation and Repair, Boston Market Area, 2002



Source: F. W. Dodge Market Analysis Group

3.10.3 Flooring

Flooring also makes up a large part of the new construction and renovation market in the Boston market area. The information provided below was prepared by F. W. Dodge Market Analysis Group in August 2001.

3.10.3.1 New Construction Market for Flooring

Actual data on the demand for flooring in new construction projects in 2000 and forecast data for 2001 and 2002 are provided in Table 10 below, which shows that the combined demand for flooring is expected to increase to 30.2 million square feet in 2002.

Table 10
Product Demand, Flooring in New Construction
Boston Market Area
2000 Actual and 2001 and 2002 Projected

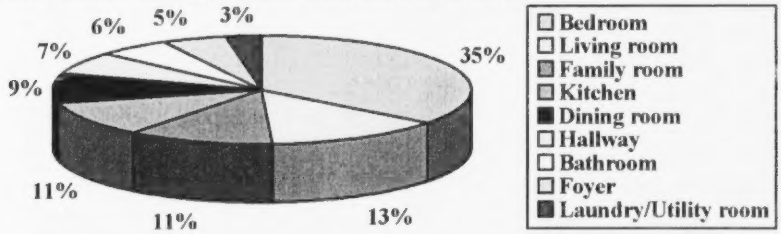
Total Product Demand	**2000**	**2001**	**2002**
Carpet	14,190,909	14,892,818	16,176,105
Resilient Tile	403,289	423,237	459,706
Resilient Sheet	2,155,611	2,262,231	2,457,164
Hardwood	6,497,716	6,819,105	7,406,695
Wood Laminate	564,893	592,833	643,917
Other Laminate	83,197	87,312	94,836
Ceramic Tile	2,458,264	2,579,854	2,802,156
Other	208,582	218,898	237,760
Total	**26,562,460**	**27,876,289**	**30,278,340**

Source: F.W. Dodge Market Analysis Group

The demand for flooring for new homes is forecast to increase by 5% between 2000 and 2001, and 9% between 2001 and 2002. Each home forecast to be built in 2002 will require almost 2,300 square feet of flooring. The breakdown of finished floor area by room is provided in the chart below.

Figure 29

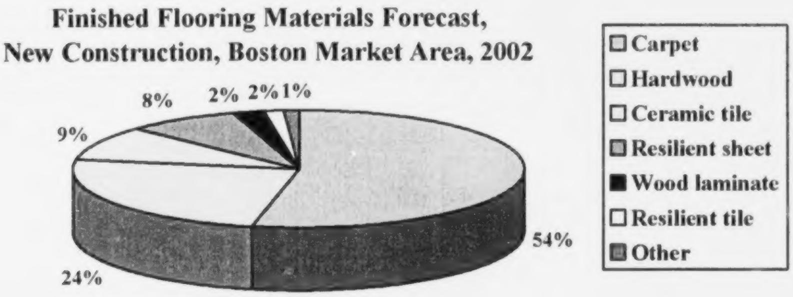
Finished Floor Area by Room Forecast, New Construction, Boston Market Area, 2002



Source: F. W. Dodge Market Analysis Group

A number of different flooring products are expected to be used in 2002 for these new homes, as shown below.

Figure 30



Finished Flooring Materials Forecast, New Construction, Boston Market Area, 2002

Source: F. W. Dodge Market Analysis Group

The types of flooring materials expected to be used vary depending on the type of room. It is forecast that 54% of living rooms will be carpeted and 39% finished with hardwood flooring. The remaining products to be used include wood laminate, other laminate and resilient sheet. Hardwood is expected to be predominate in the dining rooms of these new homes, with 55% of rooms covered with hardwood flooring, 36% with carpets, 4% finished with ceramic tile, and the remaining floors having resilient sheet, wood laminate, other laminates and resilient tile. Bedroom flooring will typically be carpet (85%), with only 12% using hardwood and 3% using other materials or ceramic tile.

Flooring expected to be used for hallways includes carpet (70%), hardwood (26%), wood laminate (2%) and resilient sheet (2%). Other materials include ceramic tile and resilient tile. Foyers are expected to have the highest use of mixed products, including hardwood (47%), ceramic tile (26%), carpet (10%), other materials (7%), and resilient sheet (7%), and other flooring materials including resilient tile, non-wood laminate and wood laminate. Carpet is expected to be used in most family rooms (65%), followed by hardwood (32%), wood laminate (2%), and ceramic tile (1%).

Kitchens and bathrooms are expected to have high uses of resilient sheet (40% and 31% respectively), with ceramic tile expected to be used 31% in kitchens and 56% in bathrooms. Other flooring expected to be used in these rooms includes hardwood in the kitchen (20%) and bathroom (.03%) and resilient tile (6% in kitchens and 9% in bathrooms). Lesser-used materials expected to be used for kitchen and bathroom floors are wood laminate, non-wood laminate and carpet. The laundry/utility room is also expected to see high use of resilient sheet flooring (51%), along with ceramic tile (34%), and resilient tile (8%).

3.10.3.2 Renovation/Repair Market for Flooring

It is estimated that a total of 36,859,481 square feet of flooring will be required for renovations in 2002. Renovation excludes carpet, which is considered a covering, rather than a building product, in home renovation projects. In comparison, new homes built in the Boston market area in 2002 are forecasted to require 14,102,235 square feet of flooring material, excluding carpet.

Table 11
Product Demand, Flooring in Renovation and Repair
Boston Market Area
2000 Actual and 2001 and 2002 Projected

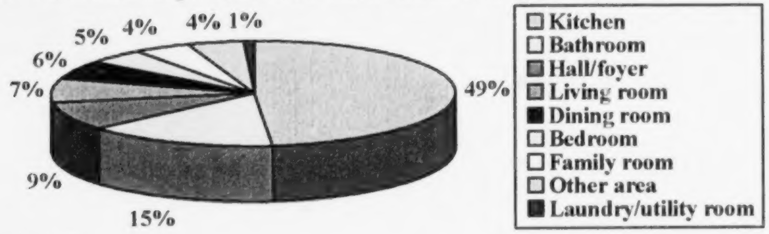
Total Product Demand	**2000**	**2001**	**2002**
Resilient Tile	8,568,804	8,602,180	8,639,502
Resilient Sheet	8,376,345	8,408,971	8,445,454
Wood Strip or Plank	5,036,265	5,055,881	5,077,817
Wood Laminate	419,780	421,415	423,243
Wood Parquet	1,103,192	1,107,489	1,112,294
Wood Other	70,084	70,357	70,663
Ceramic Tile Glazed	5,568,615	5,590,305	5,614,559
Ceramic Tile Mosaic	757,128	760,077	763,375
Ceramic Tile Other	769,838	772,836	776,189
Quarry Tile	912,548	916,103	920,077
Other Laminate	3,295,415	3,308,250	3,322,604
Marble	496,763	498,698	500,862
Other	1,183,081	1,187,689	1,192,842
Total	**36,557,858**	**36,700,251**	**36,859,481**

Source: F.W. Dodge Market Analysis Group

This flooring is expected to be used throughout homes as shown below, with the greatest number of projects involving kitchens and bathrooms. The demand for the above flooring types is expected to remain constant, with no growth forecast between 2000 and 2002.

Figure 31

Flooring to be Used by Room Forecast, Renovation and Repair, Boston Market Area, 2002

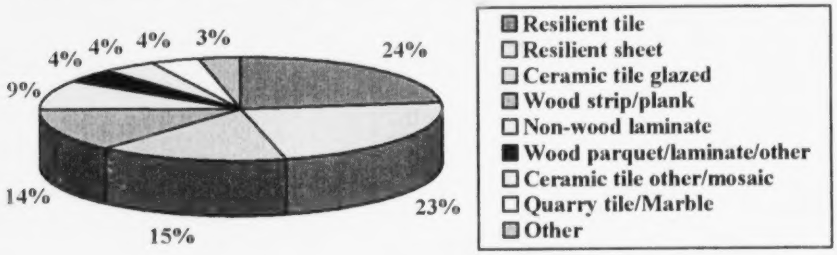


Source: F. W. Dodge Market Analysis Group

The type of materials expected to be used for residential flooring renovations are shown below.

Figure 32

Type of Flooring Material Forecast, Renovation and Repair, Boston Market Area, 2002

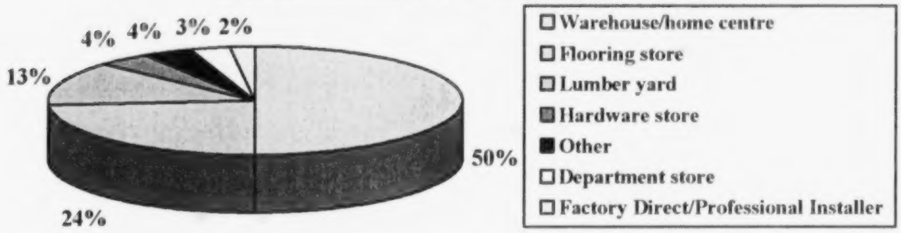


Source: F. W. Dodge Market Analysis Group

The majority of flooring installations will be done by contractors (54%), with the remainder of jobs being done by homeowners. Just over half of the homeowners are expected to have a professional purchase the flooring materials (52%). The place where the materials is expected to be purchased is shown below, with the highest quantities forecast to be purchased at home centres.

Figure 33

Place of Purchase, Flooring Forecast, Renovation and Repair, Boston Market Area, 2002



Source: F. W. Dodge Market Analysis Group

3.10.4 Siding

A considerable amount of siding is also required for new construction and renovations in the Boston market area. The information provided below was prepared by F.W. Dodge Analysis Group in August 2001.

3.10.4.1 New Construction Market for Siding

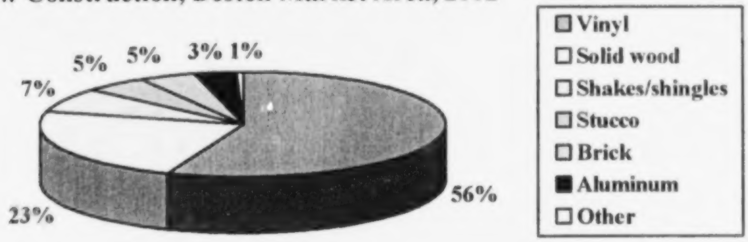
It is estimated that just over 32 million square feet of siding material will be required for new home construction in the Boston market area in 2002. Of this material, vinyl siding is forecast to be the most commonly used (over 18 million square feet). Solid wood siding ranked second, with a forecasted 7.4 million square feet required for 2002. Shakes or shingles are also forecasted to be one of the major types used, with over 2.3 million square feet needed for 2002. F.W. Dodge ranks Stucco 4th in their forecasts, with 1.6 million square feet forecast to be required for 2002. Brick, with a forecasted demand of 1.4 million square feet for 2002, ranks 5th. Aluminum siding is forecasted to require just over 1 million square feet for 2002. Other lesser used materials include fiber cement, hardboard and treated engineered wood.

Using the forecasted quantities of materials required, it is estimated that each house built will need just under 2,400 square feet of siding material in 2002.

The following chart illustrates the demand for exterior siding in square feet of wall.

Figure 34

Square Feet of Siding Material by Type Forecast, New Construction, Boston Market Area, 2002

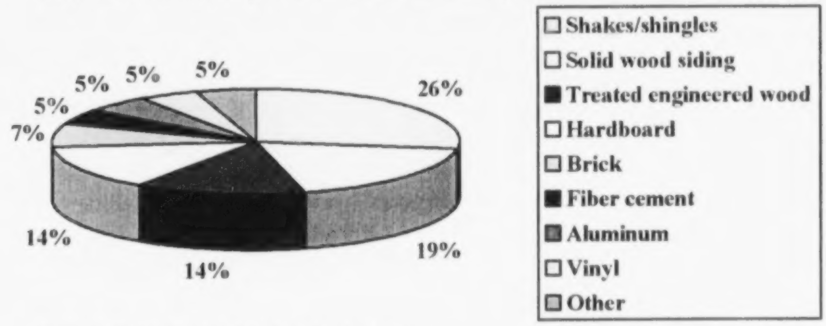


Source: F. W. Dodge Market Analysis Group

The actual siding installed on a home is less than the total square feet of material required, with the exception of stucco. The following chart shows which materials have the highest waste in new construction installations.

Figure 35

Percentage of Siding Required but Not Placed on Wall Forecast, New Construction, Boston Market Area, 2002



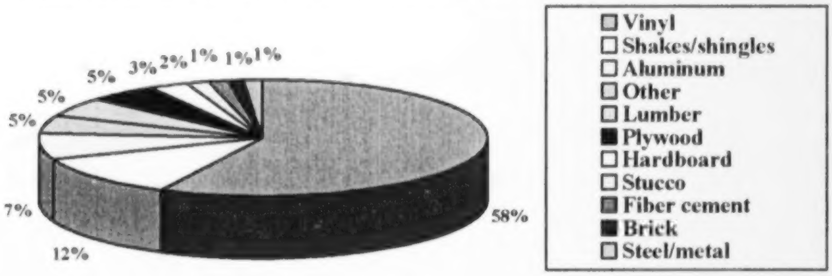
Source: F. W. Dodge Market Analysis Group

3.10.4.2 Renovation/Repair Market for Siding

It is estimated that just over 75.8 million square feet of siding will be required for renovations in the Boston market area in 2002. The types of siding materials forecasted for renovations in the Boston market area are shown below.

Figure 36

Square Feet of Siding Material by Type Forecast, Renovation and Repair, Boston Market Area, 2002



Source: F. W. Dodge Market Analysis Group

As for new construction, vinyl is expected to be used in the majority of installations, with forecasts of over 43.6 million square feet for 2002. Brick which is used in 5% of new installations is used in only 1% of renovations, and is forecast to require just over 1 million square feet in 2002.

Similarily, stucco which is used in 5% of new installations is used in only 2% of renovations, forecast to require 1.1 million square feet in 2002. Fiber cement is forecast to require 1.1 million square feet for 2002 as well. On the other hand aluminum, used in 3% of new installations is used in 8% of renovations, and will require over 5.5 million square feet according to forecasts for 2002.

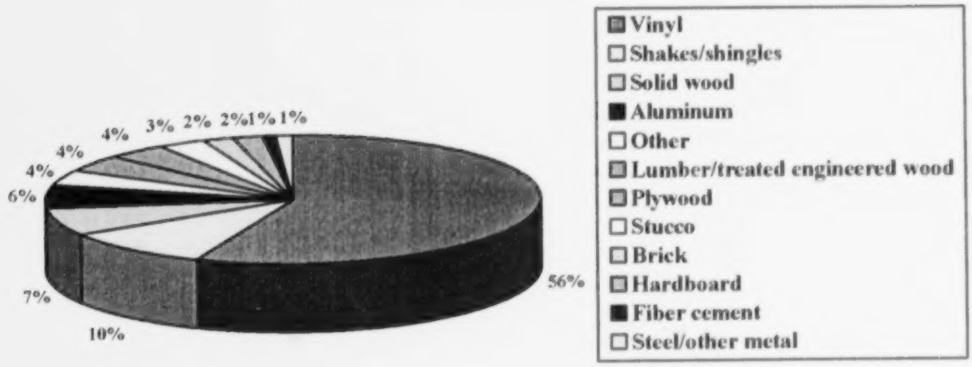
Of the wood-based materials, shakes and shingles are forecast to require 8.7 million square feet for 2002. Both lumber and plywood are both forecast to require 3.8 million square feet for 2002, while hardboard will require over 2.2 million square feet.

Some materials are used only in renovations in the Boston market area. These materials include steel, other metal, plywood and lumber. In contrast, for new construction, solid wood siding and treated engineered wood are used, but not for renovation.

The following chart shows the combined demand by square feet for siding in the Boston market area.

Figure 37

Total Square Feet of Siding Materials Forecast, New Construction and Renovation and Repair, Boston Market Area, 2002



Source: F. W. Dodge Market Analysis Group

When the data for siding for forecasted new construction and renovation and repair in the Boston market area are combined, the most popular materials are forecast to be vinyl (61.7 million square feet), shakes/shingles (11.1 million square feet), solid wood (7.4 million square feet) and aluminum (6.5 million square feet).

3.10.5 Pre-engineered/Panelized Building Systems

There are five different types of factory-built housing recognized by the Manufactured Housing Institute[17] in the United States. These are defined below:

Manufactured housing

A manufactured home is built entirely within a factory. The building is built to specifications which meet the Federal Manufactured Home Construction and Safety Standards code (known as the HUD code) which was implemented in 1976. A manufactured home can include one or more sections which are installed on the site. Additions are frequently made to these homes such as garages, decks, or porches. The HUD code regulates areas including design, construction, strength, durability, transportability, fire resistance, energy efficiency and quality, as well as performance levels for heating, plumbing, air conditioning, thermal and electrical systems.

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[17] Manufactured Housing Institute, http://www.mfghome.org, Economic Report, July 2001

Modular homes

A modular home is built to meet the requirements of the state, municipal, regional or other such codes where the home will be located. This type of home is transported to the site and then installed.

Panelized homes

A panelized home is built using multiple panels which are constructed in a factory and then transported to the site where they are assembled. These panels can include all of the elements of the finished home, including windows, exterior finishes, electrical wiring, plumbing, insulation and drywall (considered a 'closed' panel). In locations where a local building office must inspect and approve elements such as electrical wiring, an 'open' panel is used, which includes windows and exterior finishes. Other elements such as insulation, wiring, plumbing and drywall are completed at the site and inspected as they are installed. Panelized homes are built to meet local building code requirements which vary considerably between municipalities and states.

Pre-cut homes

Pre-cut homes are also known as kit or log homes. These homes are constructed using materials which are factory cut, transported to the site and then assembled. As in the case of modular and panelized homes, pre-cut homes must meet local building code requirements.

Mobile homes

The term "mobile home" refers to a moveable home built before the HUD code for manufactured homes was implemented in 1976. During the period from 1970 to 1976, mobile homes were built according to industry standards on a voluntary basis by the manufacturers.

In Canada, the terms manufactured housing and prefabricated buildings are used to describe what would be called manufactured housing, modular and panelized homes in the U.S. Typical products shipped from Canada to the U.S. include wall panels, roof trusses and floor panels. These are shipped flat, then assembled on the home building site.

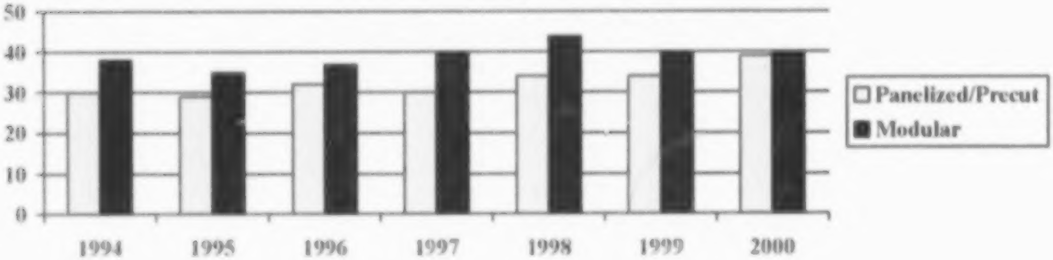
A representative of the Manufactured Housing Association of Canada indicated that he expects this sector will continue to expand for Canadian exporters. One major reason for this positive outlook is due to the large quantities of softwood lumber available in Canada for the assembly process. In addition, although Canadian softwood lumber is currently charged a tariff when it is exported to the United States, the same lumber when it is built into a panelized building system does not incur a tariff when exported.

3.10.5.1 New Construction Market for Pre-Engineered/Panelized Building Systems

The U.S. Census provides information on panelized home production. Their statistics show the construction method used for one-family houses and multifamily buildings. These are further broken down into four regions. For these data, panelized construction method includes both panelized and precut units.

Single-family homes are the most common use for panelized building systems for residential construction. The growth in the use of these materials between 1994 and 2000 is shown below, and is compared to modular housing.

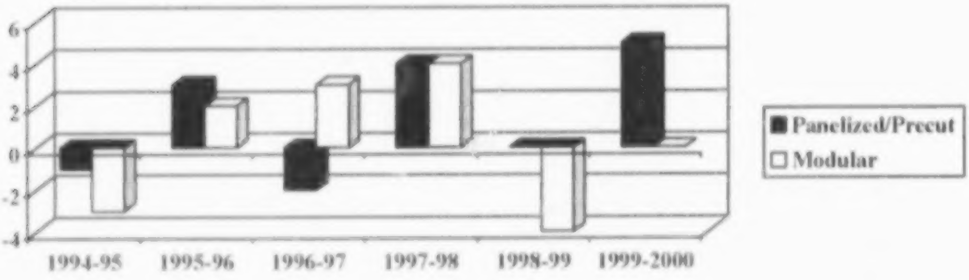
Figure 38
Number of Houses (in 000's) Completed in U.S. by
Construction Method for Panelized and Modular Methods Only



Source: U.S. Census Bureau www.census.gov/ftp/pub/const/www/charindex.html

As shown above, the use of panelized building systems has been growing since 1995. The growth rate for panelized/precut and modular housing for the U.S. for the period from 1994 to 2000 is shown below.

Figure 39
Change in Use of Panelized/Precut and Modular Homes in U.S.



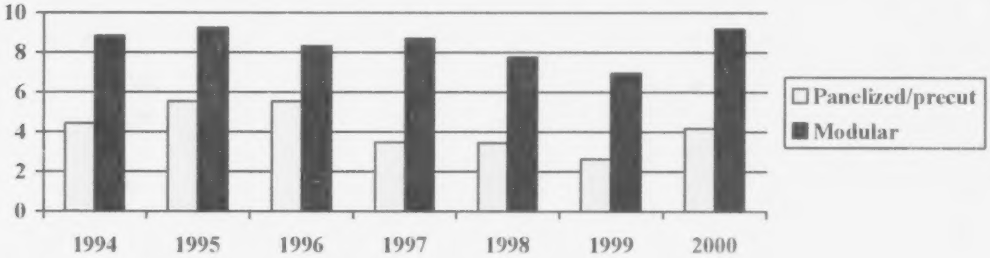
Source: U.S. Census Bureau www.census.gov/ftp/pub/const/www/charindex.html

Although significant growth has been experienced using panelized/precut building systems, they still made up only 3% of the total new single family construction across the U.S. in 2000.

The Boston market area is part of the Northeast region in terms of the U.S. Census data. For this area, panelized/precut building systems made up 4.2% of the total market for single family homes built in 2000. In comparison, modular building systems accounted for 9.2% of all single family homes completed during the same period.

The national figures for homes built with panelized/precut building systems showed drops in 1995 and 1997. For the Northeast region, decreases were seen in 1997 and 1999. In the Northeast, the total number of homes built with panelized/precut systems in 2000 was the same as in 1994, and actually less than 1995 and 1996. Modular systems showed declines in 1996, 1998 and 1999. The number of homes built using panelized/precut and modular building systems in the Northeast for single family homes is shown below.

Figure 40
Number of New Single Family Homes Completed in 2000 using Panelized/Precut and Modular Building Systems, Northeast U.S., in 000's

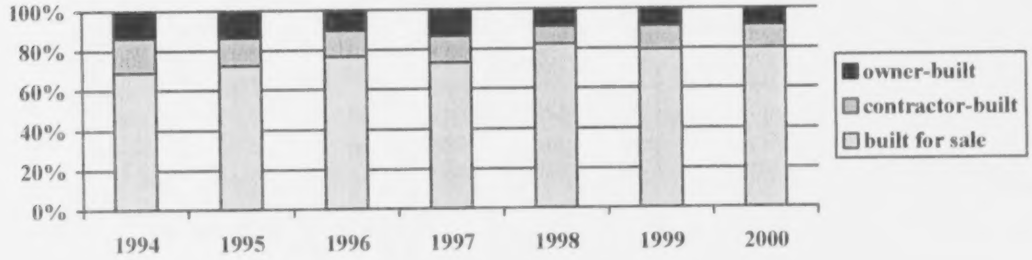


Source: U.S. Census Bureau www.census.gov/ftp/pub/const/www/charindex.html

The U.S. Census Bureau also tracks the use of panelized/precut and modular building systems in single family homes for those completed inside or outside Metropolitan Statistical Areas. Panelized/precut building systems are more likely to be used inside a Metropolitan Statistical Area than outside these areas. In 1994, 83% of homes built using these systems were inside Metropolitan Statistical Areas. By 2000, that number had declined to 79%, showing an increase in the use of these building forms outside the major population centres. The converse is true for modular building systems. In 2000, only 40% of homes built with modular systems were located inside Metropolitan Statistical Areas.

Data for single family homes completed is tracked by the U.S. Census Bureau by those homes built for sale, homes built by and for the owner, and homes built by a contractor on the owner's land. The chart below shows the breakdown of these three types of construction for panelized/precut and modular building systems.

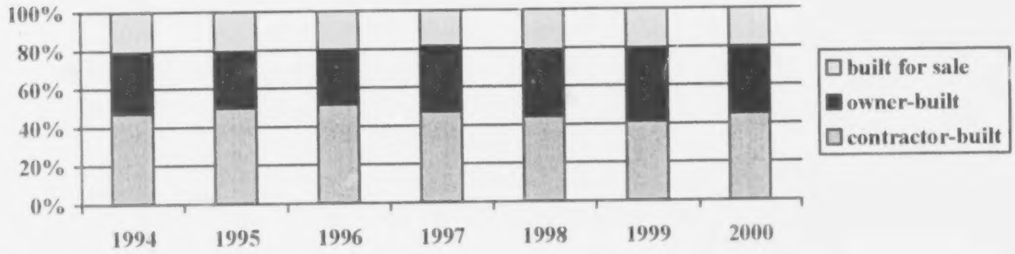
Figure 41
Type of Construction Method of New One-Family Houses Completed using Panelized/Precut Building Systems, U.S.



Source: U.S. Census Bureau www.census.gov/ftp/pub/const/www/charindex.html

According to the census data, the most popular uses of panelized/precut building systems are for homes built for sale.

Figure 42
Type of Construction Method of New One-Family Houses Completed using Modular Systems, U.S.

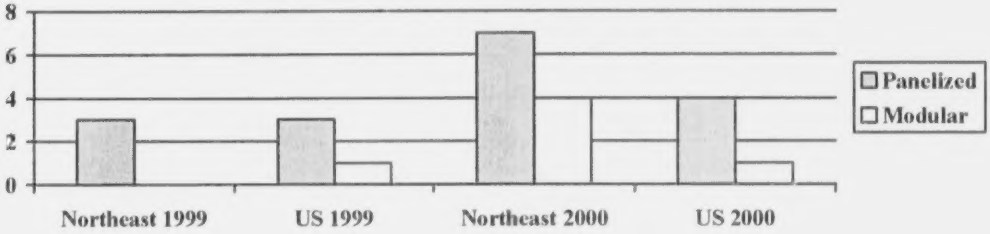


Source: U.S. Census Bureau www.census.gov/ftp/pub/const/www/charindex.html

As shown above, the most frequent use of modular building systems for single family homes in the U.S. is for contractor-built homes where the owner already owns the land.

The U.S. Census Bureau also tracks the use of panelized and modular building systems for multifamily housing. Unfortunately, the data collected for these buildings is not provided for the number of units built, but is available on a percent distribution basis as shown below.

Figure 43
Percentage of Panelized and Modular Construction Methods
Used for Multifamily Buildings, U.S., 1999 and 2000



Source: U.S. Census Bureau www.census.gov/ftp/pub/const/www/charindex.html

As shown above, the use of panelized construction methods for multifamily housing is more prevalent in the Northeast Region of the U.S. than generally found across the country.

Within the construction industry there has been some discussion regarding the U.S. Census Bureau's definition of 'panelized' housing. The Building Systems Magazine article Panel Production Up Census Says, But Definitions Debatable[18] states that many times the field researchers collecting the data must make interpretations on whether to include a certain component as a Site-Built or Other form of construction method (other, in this case, includes panelized and precut forms). The difficulty lies in the distinction of components such as wall panels or trusses which in some cases are factory built but considered site-built. The definitions of these two forms are provided as follows:

"Panelization is defined as, "Shipped from the factory as a package of wall panels, roof trusses, and other components to be assembled on site. May include all materials required to finish the house as a complete package." Site-built is defined by the Census Bureau in the same study as, "Built entirely on site except that it may include some factory components such as roof and floor trusses, wall panels, door frames, etc."[19]

Another analysis noted in this article refers to a study conducted by The Freedonia Group[20] entitled Prefabricated Housing to 2005 that indicates panelization systems were "created for more than 181,000 homes in year 2000, more than four times the volume recorded by Census researchers."[21] The Freedonia Group[22] also was reported to forecast that panelization systems would be used for 199,000 homes built in 2010 across the U.S.

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[18] Building Systems Magazine, Panel Production Up Census Says, But Definitions Debatable, www.buildingsystems.com/newpage4.htm

[19] ibid

[20] The Freedonia Group Incorporated, Study #1458, Prefabricated Housing to 2005, www.freedoniagroup.com

[21] Building Systems Magazine, Panel Production Up Census Says, But Definitions Debatable, www.buildingsystems.com/newpage4.htm

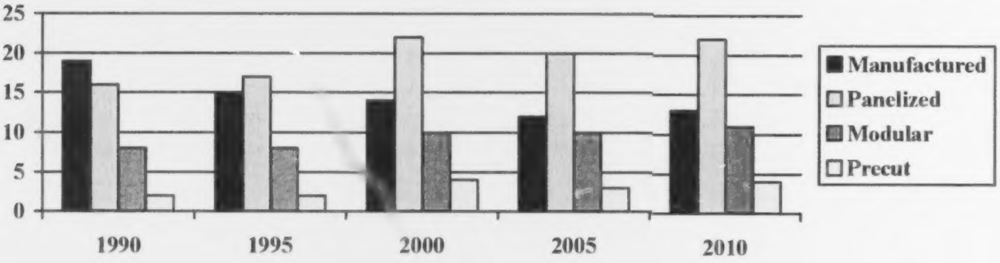
[22] The Freedonia Group Incorporated, Study #1458, Prefabricated Housing to 2005, www.freedoniagroup.com

The Prefabricated Housing to 2005 report by the Freedonia Group provides information on four U.S. regions. The Boston market area is located within the Northeast Region, and is further identified as the New England subregion. The report states that "the economic downturn caused by the national recession of 1990-1991 left New England mired in low growth until the middle of the 1990s. Although New England eventually recovered along with the rest of the nation, concerns remain over the impact of ongoing restructuring of the health sector".[23]

The New England States subregion has a smaller demand for prefabricated housing than other subregions, "reflecting the relatively low population"[24]. As a result, the Freedonia Group has forecast an increase for all prefabricated housing units of just over 1 percent per year for the period from 2000 to 2005. Their forecast is that by 2005, 14,000 units will be required.

Data for the number of prefabricated homes forecast to be built in the Northeast Region is provided below.

Figure 44
Northeast U.S. Prefabricated Housing Demand by Product (000's), 1990-2010



Source: Freedonia Group Incorporated Report #1457, Prefabricated Housing Demand by Region

As shown above, panelized housing has increased its market share of all prefabricated housing in this region from 35.5% in 1990 to 44% in 2000, and is expected to surpass manufactured housing in 2005, rising to 22,000 units. The market share of panelized housing in 2010 is forecast to remain at 44% of the total prefabricated housing market, and following a forecasted decrease of approximately 9% in 2005, will rise again to 22,000 units by 2010.

Although the number of prefabricated units to be built across the Northeast region is increasing, the demand for prefabricated housing in the Northeast is declining in relation to the total number of prefabricated homes across the U.S. The following chart tracks the decrease in the market share for this region between 1990 and 2010.

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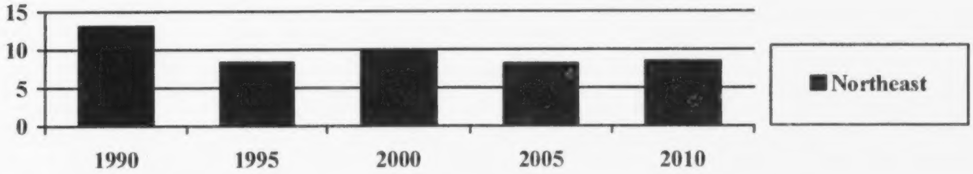
[23] ibid

[24] ibid

Figure 45
Share of Northeast Prefabricated Market in U.S., 1990-2010



Source: Freedonia Group Incorporated Report #1457, Prefabricated Housing Demand by Region

In terms of Canadian exports of manufactured homes to the U.S. and to Massachusetts, the Manufacturing Industries Branch of Industry Canada Prefabricated Housing Review Report[25] states that in the nine-month period beginning January 1, 2000, the value of prefabricated homes exported from Canada to Massachusetts was $7,908,000 (Cdn $), a decrease of 4.9% over the same period in the previous year. Massachusetts ranks 11th for the first 9 months of 2000 of the top 20 markets for Canadian prefabricated building exports. The 2000 Prefabricated Housing Review[26] report states that the total exports for 2000 to Massachusetts were $9.721 million (Cdn $), compared to $10.118 million (Cdn $) for 1999, a decline of 3.92%.

For 2001, the Prefabricated Housing Review report for January to June 2001[27] shows a further decrease in exports of prefabricated buildings to Massachusetts from Canada, declining by 1.5% compared to the same period in 2000. This places Massachusetts 17th of all states in terms of Canadian exports of prefabricated buildings, which is the same ranking the Commonwealth held in 2000.

Overall, Canadian exports of prefabricated buildings to the U.S. have risen. Statistics provided by the Manufactured Housing Association of Canada demonstrate steady increases between 1997 and 2000 as shown below.

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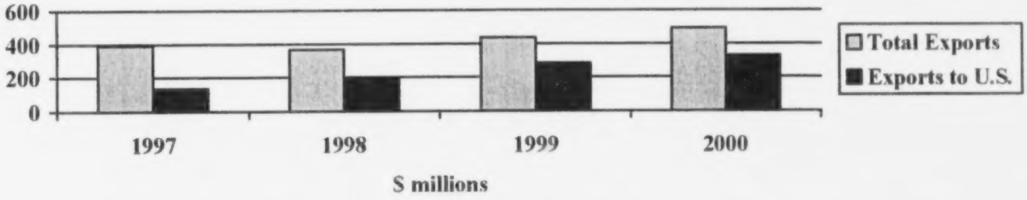
[25] Industry Canada, Prefabricated Housing Review, Volume 6, Issue 4, Winter 2000, http://strategis.ic.ca/SSG/fbo1347e.html

[26] Industry Canada, Prefabricated Housing Review, Volume 7, Issue 1, November 2001, 2000 Year in Review

[27] Industry Canada, Prefabricated Housing Review, Volume 7, Issue 2, December 2001, Jan.-June 2001

Figure 46

Canadian Exports of Prefabricated Buildings, 1997-2000



Source: Manufactured Housing Association of Canada, Industry Canada Prefabricated Building Export Statistics

3.10.5.2 Renovation/Repair Market for Pre-Engineered/Panelized Building Systems

It is not expected that a large component of the market for manufactured home products would be found in the home renovation market. Unless the component was a stand-alone unit, (i.e. a garage or a glass-enclosed sunroom), panelized building systems would be unlikely to be used outside the new home construction market. The very nature of renovation projects involves fitting the addition or renovation to the existing structure, and therefore excludes most products that would be considered pre-engineered or panelized. This fact is brought out in the data available from the Manufactured Housing Institute which do not make any mention of products used for renovations or repairs.

4.0 GETTING CONNECTED

The previous sections demonstrate that the Boston market area represents a major potential opportunity for Canadian exporters of a wide range of residential building products. In order to realize this potential, it is crucial that exporters understand the basics of exporting and how to develop effective strategies for penetrating export markets. It is also important that exporters understand key regulations, codes and standards and how they are applied to their products.

This section of the guide provides a range of information on each of the above subjects to help exporters achieve success in the Boston market. It also includes a list of important contacts in the Boston area. A complete list of contacts is provided in Appendix Three.

4.1 THE BASIS OF EXPORTING TO THE U.S.

Given the traditional linkages between the Canadian and American economy, the export process between the two nations is highly developed. A large proportion of Canadian producers possess considerable experience exporting to the United States and are often considered simply another regional arm of larger American companies.

At the same time, however, many Canadian firms have never exported to the United States or have been inactive for some time. Especially for small and medium enterprises, unfamiliarity with the export process may discourage active participation in export markets.

This section provides some basic information about the export process for those firms currently inactive but considering moving into the U.S. market, as well as those already involved in exporting and considering expanding operations.

4.1.1 Product Classification

The first step in the export process is to classify your products. The classification system begins with using the Harmonized Tariff Schedule (HTS) to classify the products. The Harmonized System (HS) is an alphanumerical coding system used for the classification of goods to be imported and exported. The HS has been adopted by a majority of major trading countries, with the HTS adopted as the U.S. version.

In order to properly classify your products you must start with a precise and accurate description of the imported product, material or component and how it will be used in the United States. The Tariff Schedule available from Customs Brokers should be used, from which you can locate your product based on its description. It is best to discuss your product and your exporting objectives with a qualified and recommended Customs Broker, since they will not only be able to help classify the product and determine any tariffs or fees involved in its export, but they should also be able to discuss methods of getting into the U.S. market and possible U.S. warehousing sites for your products, to help establish a local presence.

Many firms exporting into the U.S. indicate that, while the overall process is generally reasonable, the major problem may not always be regulatory. It may, in fact, be related to the need to complete paperwork for selling products into the United States. Even though NAFTA has decreased or totally removed a lot of financial fees and tariffs for shipping into the U.S., the need for paperwork has to a great extent not been removed.

In addition, there are Customs Broker's costs associated with each shipment across the border, so large quantities of small shipments are obviously more expensive than single large shipments. In lieu of establishing a warehouse in the U.S., it is possible to rent space from a Customs Broker, who provides storage space as part of the benefits of using his service. Thus, it is possible to ship larger quantities of material in one batch for storage, then ship the smaller quantities as needed within in the U.S. from the warehouse.

4.1.2 Using a Customs Broker

- **The Role of the Customs Broker**

Although the duties on most goods were effectively eliminated as of January 1, 1998 due to the North American Free Trade Agreement (NAFTA), duties on third-country goods still apply. All merchandise coming into the United States must still clear U.S. Customs. Exporters must take this into account when developing an export plan.

To stimulate cross-border trade, efforts have been made to free up the flow of goods and people between Canada and the United States via the Canada-United States of America Accord signed in February, 1995. The Accord aims to reduce costs for government and business by sharing resources, streamlining border-crossing processes, introducing electronic customs declaration and undertaking more effective inspection.

In view of the many complexities involved in moving goods across the border, a critical component in successfully exporting products to the U.S. is the Customs Broker. The DFAIT publication "Focus on the United States" provides a most useful description of the role of the Customs Broker:

> *"Customs clearance is a complex process that can give rise to frustrating and expensive delays if proper advance preparation has not been carried out."*

- **Functions of the Customs Broker**

The "Focus on the United States" publication goes on to point out that a reputable, full-service Customs Broker will act as a trade facilitator, providing the information necessary to help your company negotiate the various steps involved in Customs clearance. Brokers will also advise regarding tariff classifications, duty rates and other fees collected by Customs, valuation rules, NAFTA rules of origin, Customs country-of-origin marking requirements, labelling requirements and current modernization/automation programs.

The Customs Broker will also be able to help you find the best way to bring your products to the market and advise whether or not U.S. warehousing sites might be a preferred option to help establish a local presence. Given the costs associated with Customs Brokers, many exporters find it preferable to make infrequent large shipments of stock to warehouses in the U.S., rather than pay the higher brokerage cost of frequent small shipments.

In order to ensure the expedient movement of products across the border, it is most important to select and utilize the services of a reputable and effective Customs broker. These can be identified through the local Yellow Pages, or through the Canadian Consulate General in the selected export region of the United States.

4.1.3 U.S. Customs Duty and Import Regulations

The implementation of NAFTA has significantly altered the rates of duty charged by the U.S. for Canadian-made products. The list below shows the general rate of duty and the rate of duty for Canadian products in the five product lines we are reviewing.

Table 12
Current Tariff Rates for Canadian Products Exported to the U.S.

Tariff Code	Description	General Rate of Duty	Rate of Duty for Canadian Product
3916.20.00	plastic siding	5.8%	free
3925.20.00	plastic doors and windows	5.3%	free
4409.10.10	wood, coniferous, siding	free	Subject to Anti-dumping duty and countervailing duty
4409.10.20	wood, coniferous, flooring	free	free if end-matched
4409.20.10	wood, nonconiferous, siding	free	free
4409.20.25	wood, nonconiferous, flooring	free	free
4418.10.00	wood windows	3.2%	free
4418.20.40 and 4418.20.80	wood doors, french doors, flush doors	4.8%	free
4418.30.00	wood parquet panels	free	free
4418.50.00	wood shingles and shakes	free	free
4504.10.30	agglomerated cork floor coverings	free	free
5702	carpets and other textile floor coverings, woven, not tufted or flocked, whether or not made up, including “Kelem”, “Schumacks”, “Karamanie” and similar hand-woven rugs	various rates from free to 8.4%	free

Tariff Code	Description	General Rate of Duty	Rate of Duty for Canadian Product
5703	carpets and other textile floor coverings, tufted, whether or not made up	various rates from free to 6.9%	free
5704	carpets and other textile floor coverings, of felt, not tufted or flocked, whether or not made up	various rates from 1.1% to 4.8%	free
5705	other carpets and other textile floor coverings, whether or not made up	various rates from free to 3.9%	free
6901.00.00	bricks, blocks, tiles and other ceramic goods of siliceous fossil meals	free	free
6902	refractory bricks, blocks, tiles and other similar refractory ceramic construction goods, other than those of siliceous fossil meals	free	free
6904	ceramic building bricks, flooring blocks, support or filler tiles and the like	free	free
6907	unglazed ceramic flags and paving, hearth or wall tiles; unglazed ceramic mosaic cubes and the like, whether or not on a backing	12%	free
6908	glazed ceramic flags and paving, hearth or wall tiles; glazed ceramic mosaic cubes and the like, whether or not on a backing	various rates from 10.6% to 12.%	free
7308.30.10	structures…and parts of structures…of iron and steel, doors, windows and their frames and thresholds for doors, of stainless steel	0.7%	free
7308.30.50	structures…and parts of structures…of iron and steel, doors, windows and their frames and thresholds for doors, of other materials	0.5%	free
7308.90.95	structures…and parts of structures…of iron and steel, sheet-metal roofing, siding, flooring and roof drainage equipment	1.1%	free
7610.10.00	aluminum structures…doors, windows and their frames and thresholds for doors	5.7%	free

Tariff Code	Description	General Rate of Duty	Rate of Duty for Canadian Product
7610.90.00	aluminum structures…sheet-metal roofing, siding, flooring and roof guttering and drainage equipment	5.7%	free
9403.20.00	Other furniture and parts thereof, other metal furniture for households	free	free
9403.40.90	Other furniture and parts thereof, wooden furniture of a kind used in the kitchen, other, cabinets designed for permanent installation	free	free
9406.00.40	prefabricated buildings, of wood	2.6%	free
9406.00.80	prefabricated buildings, other	2.9%	free

Source: U.S. International Trade Commission, http://dataweb.usitc.gov/

As you can see, there are no duties levied on Canadian products for the five product lines we are reviewing, as long as the entire product is manufactured in Canada. The Country of Origin Rules of NAFTA determine the NAFTA duty rates. Remember that if your product contains components from a country other than Canada, various rates will be applied. The determination of these rates can sometimes be confusing and consultation with U.S. Customs and a Customs Broker is strongly recommended to help keep you up to date with changes.

4.1.4 Country of Origin Marking

Country of origin marking is the single most troublesome area for most Canadian exporters and U.S. importers, and can be one of the most costly things to correct if not done properly.

Regardless of whether or not they qualify under NAFTA, all Canadian components imported to the U.S. must be permanently and noticeably marked "Made in Canada". The definition of permanent is non-removable until the ultimate U.S. purchaser has seen that the goods are imported. It is generally not sufficient to apply an easily removable tag or sticker. Such tags or stickers could be easily removed by an importer, and then the goods sold to an American consumer as domestic product.

Furthermore, the print size cannot be smaller than other information on a label, so as to be unnoticed. In most cases, customs officers will insist on some permanent marking such as branding, printing or stamping, in such a way that it cannot be removed, or easily covered until installed.

The ultimate purchaser would probably be considered to be the home builder, who then includes that assembly as a component part in his finished product. However, in the case of replacement windows, for example, that ultimate consumer might be a home owner buying from a building supply store. If there is a package or carton in which the component is shipped, and on which the country of origin is clearly and noticeably marked, that might be considered sufficient.

However, if the U.S. customer officer decides that it might be possible for a wholesaler or dealer to remove the packaging before the sale to the ultimate customer, he is within his rights to refuse entry of the goods, or in the case of a repeat offender, seize them, unless every component within the carton is marked.

Exporters should take the time and effort before shipping to ensure that this regulation is fully complied with. If an exporter has ever tried to import improperly marked products to the U.S. and been refused even once, the company name and importer number will be noted in the computer files as a past offender and every shipment will attract extra scrutiny.

Customs brokers should be asked to obtain the necessary rulings with regard to NAFTA compliance before attempting to ship any product into the U.S., especially if there is a customer waiting for it. Having samples refused entry could be an annoyance, but losing a customer whose construction is held up waiting for your products to be acceptable for customs clearance would be disastrous.

4.1.5 Business Immigration Issues

One of the most widespread issues involved in exporting residential building products and services to the U.S. relates to "business immigration". In this industry, one key consideration for Canadian exporters is the periodic need to teach customers' employees how to use the product, or install it into a structure. The U.S. National Labour Relations Act grants employers and employee representatives certain exemptions from the laws outlawing unfair labour practices, if the employer is engaged in the building and construction industry.

The Act permits the admission of Canadians seeking to install, repair or maintain equipment pursuant to an after-sales service provision of a sales contract. These activities qualify as building and construction work, if the work involves structural changes to the building housing the equipment.

Aliens may not enter the United States to perform building and construction work in the U.S., even pursuant to an after-sales service provision of a sales contract. Aliens may, however, be admitted to train or supervise the labourers who will actually perform the building and construction work.

The after sales service provision of the Free Trade Act, therefore, does not permit Canadians to enter the United States to provide installation, repair or maintenance services that entail making structural changes to any building. These Canadians may, however, be admitted to provide installation, repair or maintenance services that do not involve actual construction work per se. They may also enter in order to train or supervise other persons performing installation, repair or maintenance services that do not involve actual construction work.

4.2 EXPORT MARKETING TECHNIQUES AND STRATEGIES

Successfully penetrating export markets requires not only an understanding of the export process; it also requires carefully planned and implemented marketing strategies. There are a number of elements to successful export marketing. These are discussed briefly below.

4.2.1 Distribution Channels

There are a variety of potential distribution channels available to exporters of residential building products. There are four major objectives in defining the appropriate channel or channels for your product:

- ➭ Getting the product specified by the end users (i.e. builder, developer, contractor or homeowner)
- ➭ Providing the product in a timely manner;
- ➭ Providing the service needed in case there are questions or the need to provide on-site assistance; and
- ➭ Making sure there is enough mark-up in the product to allow it to be sold through distribution channels.

Exporters must decide which distribution channel(s) best achieve these objectives.

The main distribution channels include:

- Dealers/manufacturers' representatives
- Subcontractors
- Wholesalers
- Direct Marketing

Each of these brings a range of strengths and weaknesses and present a variety of opportunities to the exporter. The strategy you choose will depend on the type of product you are exporting. Generally, successful Canadian exporters of residential building products in the Boston market area rely on Dealers and Manufacturers' Representatives, Wholesalers and Direct Marketing.

- **Dealers/Manufacturers' Representatives**

A particularly effective strategy in many areas is to sell products through local dealers and manufacturers' representatives who deal directly with building trades. Partnerships with local agents or distributors in larger market centres who are well-connected to the home building industry will help reduce the investment required. Their customer base, knowledge of local building codes, etc. coupled with the builders' expectation of local service, will hasten acceptance.

The report Building Materials Market in Illinois, Wisconsin and Missouri[28] indicates that commission fees vary between manufacturer's agents, ranging from 5-15%. Within the Boston market area, these fees generally range between 5-10%, and are based on the degree of work involved to market your products. Keep in mind that commission fees are negotiable, depending on the activities required to successfully promote your products. The Building Materials Market – Great Lakes USA report also notes that it is extremely important to work with a representative who already represents products that will be complementary to your products.

The location and size of the dealer may also be critical, since customers prefer the ability to get the product from a source that is close to their job sites or delivered without charge. In addition, the availability of convenient credit terms is important, since many contractors have cash flow difficulties because of the payment cycle in construction. Thus, any dealer selected should be financially healthy, so they will not be jeopardized by slow payment by their customers, or leave the exporter in a position of concern regarding their ability to pay for the goods purchased.

The distributors and dealers of building components often carry a variety of other products for the home building industry. Building on long time relationships and strong field service support, a good distributor can provide credibility and significantly accelerate market penetration. In order to assist in the development of the best contacts to help penetrate selected markets, it is helpful to develop a list of equipment supply and material supply companies in the area. This can often be done with the assistance of the local Canadian Consulate, the Internet, or organizations such as Construction Exchanges, which provide lists of such firms.

A recent survey of over 80 building supply company purchasers in the Buffalo marketing area[29] identified a number of primary factors regarding selection of a dealer. These factors are listed below from the most important factor to the least important:

- Product price;
- Ability to meet short delivery, turn-around time;
- Technical support provided by the supplier and the salesperson;
- Dependability of the salesperson;
- Ability of the company to supply all the needs for an order;
- Favourable credit terms; and
- Convenience of the supplier's location

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[28] Canadian Consulate General, Chicago, 1999, Building Materials Market in Illinois, Wisconsin and Missouri, www.infoexport.gc.ca/docs/view-e.asp?did=1490

[29] Jim Mileham, Business Development Officer, Canadian Consulate General, Buffalo, New York, Market Study of Commercial Building Products in Upstate New York and Western Pennsylvania, December 1999

Within the Boston market area, most firms find that price is by far the most important factor. The competitors you will face in this market are generally well-established, and have already achieved many years of successful relationships with their customers.

The results of the survey provide excellent guidelines to manufacturers who are going to sell their building products into any U.S. market. These guidelines can be used to help select the qualifications of the best dealers. For example, in addition to having a competitive price, it is critical that the manufacturer, or his/her representative, be in a position to provide the desired service to customers. Thus, a dealer with limited personnel or equipment, who cannot deliver material to a job when needed by the customer, may jeopardize an order which was satisfactory based on price and quality.

Similarly, since the quality of the product must meet the buyer's requirements and the customers consider it important to have technical support available, it is also important that the dealer have trained personnel who can adequately define a buyer's needs and provide on-site support, without being totally dependent on the factory. Even though your products may have excellent quality, they can only benefit the user when they are suitable for the identified needs.

Some of the successful local dealers for major national companies can sometimes be good prospects for a direct distribution relationship, but care must be taken in making such a selection. It is common for dealers to carry more than one product line, and some dealers are solidly committed to the homebuilders market rather than the renovators market. A larger, aggressive dealer can benefit from having a unique "captive" line with direct factory support, enabling the Canadian manufacturer to capitalize on the established relationships the dealer has with builders.

In developing a market, manufacturers' agents, known as "reps", should be considered in the distribution channel. Reps may or may not do the serious pioneering work necessary to get established, and are more often used to supplement market research efforts or to take over territories established by the manufacturer. The company should be as close as possible to the market to obtain first-hand feedback on advantages, disadvantages, etc. Manufacturers' agents can be recruited through the Manufacturers' Agents National Association, through contacts at distributors and builders and at trade shows. They can also be an excellent source of market intelligence and competitive pricing.

Appendix Three contains contact names of dealers and manufacturers' representatives in the Boston area for the products discussed in this guide.

- **Subcontractors**

Subcontractors do not sell products directly, but use products to complete jobs. The main strength of subcontractors is that they can provide the product for numerous builders across the market area. Canadian manufacturers can establish direct relationships with local subcontractors who will carry their products for use on building sites. The main weakness of this channel is the large number of subcontractors active in the area, many of whom are small firms operating on a modest scale. Contacting and establishing close relationships with local subcontractors may be difficult and time consuming.

Appendix Three contains a contact list for leading general contractors, construction management firms, renovators and contractors in the Boston area.

- **Wholesalers**

This distribution channel involves selling your product through a wholesale source, such as a large building products chain. The main strength of this channel is a wide distribution network across the market area. The main weakness is the additional cost involved and the distance between the supplier and builder. Typical examples in the Boston market area include Lowe's and Home Depot. A list of some of the largest wholesale chain outlets in the Boston area and contact information is included in Section 4.5 of this guide. A more complete list is provided in Appendix Three.

- **Direct Selling**

A qualified sales specialist or manager could be assigned by the exporter to directly develop distribution. Similarly, the market could be developed incrementally with a part time U.S. sales specialist, but he/she must be expected to spend time in the territory at least every other week, and must be available immediately to service problems. Customer service, shipping and manufacturing personnel must all be educated on the handling and servicing of export business as quickly as domestic business to ensure sales efforts succeed.

To fully meet market potential in a selected area, it will not be enough to send a salesperson into unfamiliar territory for a few days every month. If the market potential is considered sufficient to warrant active pursuit of business, it must be handled professionally and continuously. Some wholesale business can still be done, but the priority must be on developing close contact with the key builders and developers, and maximizing profits by minimizing the distribution chain.

Preferably, the salesperson should be someone already familiar with the market, the customer group and the distribution. It would be far better to hire a U.S. professional or a Canadian experienced in selling building products in the selected market area to avoid the extra time and expense of having a newcomer learn the key players and gradually try to become familiar with the competition and market conditions in the area.

The main strength of this approach is that there is no "middle man" between the exporter and the customer. The main weakness is that unfamiliarity with the area can make it difficult for the sales rep to "get their foot in the door".

Section 4.5 of this guide includes the names of some of the leading Boston-area builders and developers to be contacted in a direct sales approach. Additional contacts are outlined in Appendix Three.

Regardless of the distribution channels selected, the buyers will most likely make their purchasing decision based on the reasons noted previously, primarily price and turn-around time.

Having a stocking distributor is almost a necessity in some markets, in order to provide the desired products in the required time.

Generally, the distribution used by most exporters of building products is through dealers, manufacturers' representatives or direct to end users through the manufacturer's sales force. No matter how the product is distributed, the manufacturer must have his representatives help develop a market pull by teaming with distributors on sales calls, and providing training for the distributors and their sales people at the factory or in field visits.

4.2.2 Pricing Strategies

Price is a major decision factor in the export of residential building products. Sales policy and discounting are extremely critical to export success. Sales policy and discounting must be extremely clear, consistent and disciplined, because of the layers of mark-up involved in the distribution process. A typical mark-up structure may be 25% from the factory to the distributor, who will then mark-up the product by 45% in selling to the end user. If a distributor sells to dealers, as well as end users, they will typically sell the product at a mark-up of about 30% to the dealer, to allow a small margin for reselling to the end user.

It is often quite difficult to provide accurate comparisons of the price of products being exported into the U.S. market. All prices should be quoted in U.S. funds, with FOB point the same as competitors' products. Trans border freight costs must be calculated, and any customs duty, statistical reporting fees and brokerage charges should also be included. These are in addition to the normal gross profit markups for a distributor, dealer and sales commissions.

On a national basis, it is critical to evaluate the competitive situation in each location and determine the best distribution channels based on the competitive market and target price. If the end users buy the products in small quantities, then the distribution must be through dealers. If the profit margins do not allow this, the manufacturer must recognize they may not be able to sell into that particular market.

The report prepared by Arthur Andersen entitled ***At What Price? Guidelines for a customer-focused pricing strategy*** provides insight into pricing strategies for retail stores. Although pricing for manufactured goods sold to distributors or directly to the end-user will be somewhat different, many of the principles can be applied.

The Andersen report states that two pricing strategies were commonly used in the past to set prices: based on cost or competitive pricing. Instead, the authors of the report recommend that pricing be based on the customer; what is the value of the item to the customer. Their suggestion is to split your product line into two parts:

- "image items" or price sensitive items where the customer would readily be able to compare your price to other similar products;
- "competitive items" which are less frequently purchased by consumers than image items, yet where your product is quite similar to another product; and

- "blind items" where the customer would not typically be aware of price ranges for that product items"[30]

The recommendation is to ensure "image items" are consistently priced in the lower end of the market for that item, which will result in an impression overall that your prices are reasonable and competitive. The report states "while optimum pricing on image items is likely to produce a low or moderate gross margin, the real benefit is in the consumer trust, return visits and additional unit volume that such pricing generates."[31]

For items where the consumer would not be readily able to compare your prices to a competitor, you have more freedom in setting prices. For these items, the authors suggest you use an optimum pricing strategy which will result in higher gross profits.

In order to determine the value the item has to the consumer, the report suggests this be examined based on three levels:

- economic, where the appeal is based on competitive prices, and the product requires low service levels;
- functional, where the appeal is based on the uniqueness of the product and how well it meets the consumer's needs, requiring a medium service level; and
- intangible, where the appeal is based on the firm's image, brand or experience, requiring a high level of service.[32]

The report also suggests four steps be taken to develop a customer-focused pricing strategy which has been summarized below:

Step	**Action**
Information gathering	• obtain internal price and profit information • determine which products are price sensitive • determine the top and bottom limits of price ranges for products • analyze the competition by obtaining pricing for similar products • analyze market conditions to determine how a price increase or decrease could impact your gross margin
Pricing decisions	• form your pricing decision rules and methodology • set your prices • test the prices in the market

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[30] Arthur Andersen, At What Price?. page 3 http://www.arthurandersen.com

[31] ibid.

[32] ibid. page 4

Step	Action
Communication	• communicate pricing strategy to employees • ensure customers are aware of your pricing strategy through marketing/advertising
Monitor/evaluate response and make adjustments	• analyze responses of customers • analyze responses of competition • analyze sales and margin data • analyze customer retention/satisfaction • determine impact on customer spending • analyze information on pricing strategies by competitors

To assist in determining how many products should be priced as sensitive, competitive or blind, the report suggests the following guideline be used:

Price Strategy	Percentage of Total Products	Percentage of Total Revenue	Percentage of Gross Margin
Sensitive	2%	10%	4%
Competitive	16%	26%	21%
Blind	82%	64%	75%

As a result, for a product which is considered a "standard" construction item such as a typical 12' long 2X4, it would be necessary to include this in the "sensitive" pricing strategy. These items would have both the lowest contribution to total revenue and gross margin. An item which may be somewhat less frequently purchased to be installed in a home would be considered a "competitive" product. These could include items provided as upgrades in new construction which are offered to the new home buyer but typically not purchased by them. Items that would be considered "blind" would include those that are unique to your firm; where there is little or no competition. It will be important to carefully research the items you are choosing to export to determine which category of pricing would be appropriate, and it will also be necessary to continually contact your clients to see if other firms have begun offering similar products.

4.2.3 Promotional Techniques

While price is of critical importance in export success, it is equally important that the manufacturer provides high quality sales tools to the distribution chain that emphasize the value of the product, and not depend strictly on lowest price to accomplish the sale. This means identifying the important features and benefits that the product offers that make it more desirable for end users.

If the manufacturer firmly believes that his/her product is superior to other products in the marketplace, but is higher priced, he must recognize that a significant investment will be required in sales tools and promotional activity to make potential users understand the superior features and benefits. This educational process may enable the product to actually be specified on construction projects, so the pricing factor can become secondary.

Sales literature, support and marketing methods must also be reviewed and changes made where necessary to meet the needs of this different marketplace. Programs such as PEMD, which is a Canadian Government Program providing assistance in preparation of marketing materials and other supports, may be of help in this regard. More information on programs to assist Canadian exporters is provided in Section 5.3.

Few buyers are likely to discover a new product simply through trade magazines, shows or literature. Familiarity with a local contact, face-to-face meetings, open houses at the distributor's facility and word of mouth are the keys to gaining a foothold with a new product. Some advertising in association magazines and participation at association functions can reinforce these efforts, but will not substitute for sales contacts from qualified and knowledgeable reps or distributors. Some successful distributors do no magazine or trade show advertising at all, preferring instead to spend all of their resources on direct sales contacts.

One of the most effective introductory promotional techniques is the use of "open houses" at the distributor showroom. In this way, the invited builders and specifiers can be introduced in a hands-on way to the features and benefits of a new product or technique, even if they do not have specific immediate needs. When the opportunity arises in the future, there would then be a better chance of being invited to submit a proposal or quote.

High quality sales literature and collateral material should be a top priority if the decision is made to proceed. Here again, the PEMD Program can provide some financial assistance. Unlike direct face-to-face sales, working in a dispersed market with distributors will call for having as much of your sales presentation as possible on paper, in attractive and effective literature. The easier it is for the distributor to present sales arguments using catalogues, leaflets and other sales aids, the greater the chances of closing orders. Conversely, poor quality materials will severely limit chances of having products recognized as serious alternatives.

It is common practice to write articles or try to have news releases into trade magazines, in order to get your product and name known. If possible, this should be done before advertising, in order to obtain some idea of the best target audience for the product. However, magazines will sometimes provide a package deal, as an incentive to advertise, but will not give you publicity if you do not advertise. Magazine advertising will help establish credibility and may provide sales leads.

4.2.4 Product Design and Modification

Initially, there will be some up-front costs that must be faced to become established in the U.S. market. Some changes in products might be necessary to meet the style or design needs of the particular market area or segment being pursued. Manufacturers must ensure they identify the specifications and product design requirements for the selected market. The list of Associations in Appendix Three will be useful to you when you are looking for specifications for a particular product.

4.2.5 After-Sales Service

A further key to export success is after-sales service. U.S. builders and distributors generally have no problem dealing with Canadian exporters, as long as they can assure good back up service and delivery when promised. In recent years, barriers to exporters have been reduced because of the increasing amounts of commerce conducted with Canadians. However, such relationships can break down quickly should deliveries or service not be as promised.

One of the primary reasons for having local distributors is to have inventory close to the end users. In some cases, the buyer's primary reason for selecting a distributor is its proximity to the job site. Obviously, not having a local presence will cause the loss of all such business.

4.3 LESSONS LEARNED FROM PAST EXPERIENCE

A variety of studies and information sources have identified important success factors in the export of residential building products. Some of the key findings and conclusions from this material are outlined below.

One of the keys to successfully entering the Boston market area is a well-developed marketing development strategy with goals that are achievable. You must also ensure that the management and owners of your firm are fully supportive of this strategy.

The report conducted for the Canadian Embassy in Washington, entitled: "Business Opportunities for Canadian Building Materials Manufacturers in the Mid-Atlantic Region of the United States of America"[33], provides insight into some of the strategies uses by successful Canadian exporters of building products. This report identifies residential building as one of the large construction segments, with the construction of single family homes as the largest components. The authors of this report state that "it is the homebuilders and large tract developers who are the decision makers" for purchasing products for these homes, not the architects who design the homes.

As a result, you may choose to concentrate your marketing strategy on reaching these homebuilders and large tract developers. Appendix Three contains contact information for homebuilders and developers active in the Boston market area. You will find the following contact lists in Appendix Three:

- Leading General Contractor/Construction Manager Firms in the Boston Area
- Leading Residential Property Owners in the Boston Area
- Contact List of Builders, Developers, Renovators and Contractors

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[33] Prepared for the Canadian Embassy in Washington by GP & V Associates, 2002, Business Opportunities for Canadian Building Materials Manufacturers in the Mid-Atlantic Region of the United States of America. www.infoexport.gc.ca/docs/view-e.asp?did=6387

If you are looking for information on projects that are in the planning or early development stages, you will find a list of projects by community in Appendix Two.

The report referenced above also provides details of a telephone survey conducted with representatives of Canadian companies who are already exporting products to the United States. Some of the responses to the questions are summarized below:

- **Sales volumes may be larger yet in some cases the profit margins may be lower** than in Canada, but most companies continue to sell in the U.S. market
- **Successful Canadian companies participating had from 2 years to 33 years** of sales in the U.S.
- **Direct sales (company-owned and trained sales force)** appears to be the most effective method of sales penetration in the U.S.
- **Trade shows and association memberships** are the most effective way to reach and network within the vast marketplace. Many companies form alliances with their American counterparts
- **Use of selective advertising media and product information directories** are important in having product information and details "in-front" of decision makers
- **Construction project leads are the best sales tool** to know who, where and when specific construction opportunities are located

The report also looked at effective marketing techniques for specific Construction Specification Institute (CSI) categories. These are discussed below for the product lines we are examining in this report.

Cabinetry is included in CSI Division 6: Wood and Plastics under 06400 Architectural Woodwork. The authors of the report stated that Canadian firms found using independent manufacturers' representatives to be the most common means of marketing their products. Most Canadian firms used regional and local representatives. It was stressed that knowing the product specifications was important to this product line. Successful firms also place high emphasis on participation at architectural and trade shows.

You will find a contact list of Distributors, Manufacturers' Representatives, Product Dealers and Wholesalers for Cabinetry in Appendix Three.

Doors and Windows are categorized together in CSI Division 8: Doors and Windows. Successful Canadian exporters reporting selling through company sales agents in major markets. Again, the participation in trade shows was important, as well as using trade publications to reach decision-makers and support the work of the agents. Many firms who responded in the interview sessions indicated that there was particularly intense competition in this area.

You will find a contact list of Distributors, Manufacturers' Representatives, Product Dealers and Wholesalers for Door and Windows in Appendix Three.

Flooring is part of CSI Division 9: Finishes, category 09600. Canadian exporters reported that the key to their success was having their products available in major markets. A warehouse facility was necessary. Marketing was either by the firm's own sales force or through distributors. Some strategies that worked include:

- participating at national and regional trade shows
- advertising in trade publications
- using advertising to directly reach remodeling contractors
- getting information to architects through directories and catalogues
- obtaining project lead information and using this to contact agents and purchasers through direct-mail programs

You will find a contact list of Distributors, Manufacturers' Representatives, Product Dealers and Wholesalers for Flooring in Appendix Three.

Siding is part of CSI Division 7: Thermal and Moisture Protection under product group 07400 Roofing and Sidings Panels. For this division, the effective techniques used include:

- participating in local trade shows
- exhibiting products at customer shows of building supply dealers
- exhibiting products at national trade shows if the company has a presence across the U.S.
- websites
- association conventions
- using product directories and catalogues
- using project lead information for direct-mail programs

Some successful Canadian exporters chose to market through a U.S. partner. Others have direct sales offices located in larger centres or have dealers located within regions or states. Many firms sell their products through building supply dealers or outlets or use a distributor/stocklist.

You will find a contact list of Distributors, Manufacturers' Representatives, Product Dealers and Wholesalers for Siding in Appendix Three.

Pre-Engineered/Panelized Building Systems is in CSI Division 13: Special Construction under 13120 Pre-Engineered Structures or 13020 Building Modules. Canadian firms exporting these products indicated that they used mainly manufacturer's representatives or independent dealers for marketing. Many found success through exhibiting their products at architectural conventions and meeting face-to-face with local architects. Placing advertisements in trade publications and using product directories were also found to be helpful to generate inquiries.

Although the GP & V Associates study found that using a manufacturer's representative or independent dealer for marketing was quite effective for this product line, many successful Canadian exporters have chosen to market their products directly to builders. An article on panelized homes[34] states that "many panelized manufacturers…work with the home plans which builders bring to them." The same article discussed the steps some panelized home manufacturers have taken to build panels that are based on Design Basics home plans which give a builder flexibility in design and make it easier to incorporate their products into a home.

As a result, it would be advantageous for a Canadian exporter seeking to enter the market to explore both possibilities of marketing strategies.

Regardless of which method is used, one of the keys will be providing effective marketing support. If a builder is using your products, he will need information from you to persuade prospective home buyers that the decision to buy a panelized home is a good one. You must provide information on the benefits such as reduced waste, quality control, labour savings and faster building times.

You will find a contact list of Distributors, Manufacturers' Representatives, Product Dealers and Wholesalers for Pre-Engineered/Panelized Building Systems in Appendix Three.

The report also identifies some common mistakes of building/construction exporters to the U.S., as follows:

- **Insufficient commitment by top management to overcome the initial difficulties and financial requirement of exporting**. It may take more time and effort to establish business in the U.S. Although the early delays and costs involved in exporting to the U.S. may seem difficult to justify when compared to established markets, the exporter should take a long-range view of this process and carefully monitor marketing efforts directed at the U.S. If a good foundation is laid for export business, the benefits derived will outweigh the investment.

- **Failure to obtain qualified counseling and to develop a master marketing plan before starting**. To be successful, a firm must clearly define goals, objectives, and the problems anticipated in exporting to the U.S. Secondly, it must develop a definitive plan to accomplish these goals and objectives despite the problems involved.

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[34] Paul Foresman, Panelized Homes, Panel by Panel, A New Era for Panelized Construction, www.buildingsystems.org/newera.html

- **Insufficient care in selecting distributors.** The selection of each distributor in the U.S. is crucial. The complications involved in communications and transportation require distributors to act with a greater independence than their counterparts in the Canadian market. It is important to examine how they will personally handle your account, their capabilities and facilities, and their sales and management methods.

- **Failure to establish a basis for profitable operations and orderly growth**. If exporters expect distributors in the U.S. to actively promote their accounts, distributors must be trained, assisted, and their performance must be continually monitored. New exporters should concentrate their efforts in one or two geographical areas. Then, while this initial core area is expanded, the exporter can move into the next selected geographical area.

- **Neglecting export business to the U.S. when the market booms.** Too many Canadian companies turn to exporting when business falls off in their own market. When Canadian business starts to boom again or currency values change, they neglect their U.S. export trade or relegate it to a secondary place. Such neglect can seriously harm the business and motivation of representatives in the U.S., strangle the company's own export trade and leave the firm without recourse when the domestic market falls off once more. Even if Canadian business remains strong, the company may eventually realize that they have only succeeded in shutting off a valuable source of additional profits from the enormous market represented by new and renovated construction.

- **Failure to treat distributors in the U.S. on an equal basis with Canadian counterparts**. Often, companies carry out institutional advertising campaigns, special discount offers, sales and incentive programs, special credit programs, warranty offers, etc., in their own market but fail to make similar assistance available to their distributors in the U.S. This is a mistake that can destroy the vitality of marketing efforts in the U.S.

- **Assuming that a given market technique and product will automatically be successful in all parts of the U.S.** What works in one market may not work in others. Each market has to be treated separately to insure maximum success.

- **Unwillingness to modify products to meet regulations**. Local safety, security codes and building codes cannot be ignored. If necessary modifications are not made at the factory, the distributor must do them – usually at greater cost and perhaps not as well. It should also be noted that the resulting smaller profit margin makes the account less attractive to the distributor.

- **Failure to print catalogues as well as service, sales, and warranty messages in locally understood "American-English" language and dimensions.** Without a clear understanding of sales messages or service instructions, distributors will be less effective in performing their functions.

- **Failure to consider use of an export management company**. If a firm decides it cannot afford its own export department (or has tried one unsuccessfully), it should consider the possibility of appointing an appropriate import management company in the U.S.

- **Failure to consider licensing or joint-venture agreements.** Import restrictions, insufficient personnel/financial resources, or a too limited product line cause many companies to dismiss exporting to the U.S. A licensing or joint venture arrangement may be the simple, profitable answer to any reservations. In general, all that is needed for success is flexibility in using the proper combination of marketing techniques.

- **Failure to provide readily available servicing of a product.** A product without the necessary service support can acquire a bad reputation in a short time, potentially preventing further sales.

The DFAIT publication, "Focus on the United States", provides a highly applicable summary of export success factors, entitled: "How to be a Successful David to their Goliath: Tips for Doing Business in the United States". The key factors identified in this publication are summarized below, along with additional information you may find helpful.

- **Know Your Market**

Focus is the key. The United States is not just one market, but several regions where connections and distribution channels can vary widely. Find out how your sector works in the region, take time to do a thorough market assessment and develop a precisely targeted marketing strategy. This Guide for the Boston market area will help you follow this important advice.

- **Obtain Market Studies**

Getting information on foreign markets is integral to your successful market entry. Here again, this Guide for the Boston market area provides valuable support. This guide is one of four developed during 2001/2002. The other market areas are: Chicago, Dallas and Seattle. You can obtain a copy of each of these guides from CMHC by calling your local office or from their web site at www.cmhc-schl.gc.ca. Additional market information on sector opportunities to a wide variety of goods and services is also available on the InfoExport Web site at www.infoexport.gc.ca.

You will also want to contact the Canadian Consulate General, Boston to obtain local information such as newsletters and updated reports.

- **Know the Rules and Regulations**

Become familiar with the marketing and merchandising requirements at all levels of government affecting your product. There are important differences in how business is done, and notwithstanding NAFTA and a more liberalized trading environment, there are still barriers, such as the "Buy American" factor, that may limit your access to the market.

You will find it quite helpful to contact both national and local product associations to obtain information on their voluntary certification programs and keep up to date with new developments. These organizations also provide a wide range of supports to manufacturers and distributors of building products. We have provided a list of relevant associations in Appendix Three.

- **Know How to Quote Prices**

Firms must quote in U.S. dollars on a "delivered" basis to U.S. Customers. FOB ex-Canada is not an option. U.S. buyers and distributors want goods delivered to their door, with Customs clearances and other ancillaries taken care of by the supplier. Develop the transportation/Customs expertise needed to quote and supply successfully. The profit margin will be a key factor in whether or not a retailer or wholesaler decides to purchase your product.

- **Promote your Product with Flair**

The U.S. market is so large that offering a product without supporting merchandising and marketing materials is not enough. Companies must develop product literature, promotional information and advertising to distinguish themselves from the competition.

- **Understand the Importance of Salesmanship**

Pricing and the ability to supply in volumes often much larger than your entire Canadian market are critical to your export success. The lower Canadian dollar does not necessarily guarantee competitiveness. Be ready to spend money in order to make money, as part of your market strategy.

- **Include Media Relations in your Marketing Plan**

Press reports of your company in the Canadian and U.S. media can influence sales of your product to consumers and of your company stock to investors. An article in a reputable business publication is considered to be objective and therefore more credible than advertising. It will pay to work with a professional communicator.

- **Consider your Options for Sales Networks**

Distributors and manufacturers' representatives play an important role in making business happen in the United States. One important association you should contact and consider membership in is the National Association of Building Materials Distributors Association (NBMDA). Their web site address is www.nbmda.org. The NBMDA will be able to provide information on local building materials distributors who you may be able to link your firm with. As well, if you are considering a U.S. address to import and distribute your goods, inquire about state and local taxes from a U.S. accounting firm.

- **Form a Strategic Alliance with Another Firm**

A formal relationship between two entities that share goals and economic interests, a strategic alliance with another firm (Canadian or U.S.) can put your company in a better position to find clients, fulfill contracts and compete in the international marketplace. The Canadian trade offices in the United States can help you find a partner.

By forming a strategic alliance with a U.S. firm, you will be able to avoid the "Buy American" bias that you may encounter as a Canadian exporter.

- **Be Ready to Provide Local After-Sales Service and Technical Support**

Your company is often better served by linking up with U.S.-based counterparts (through partnering, licensing, or franchising), rather than trying to service the market directly from Canada.

The quality of your service will be the key to your success. Dana Boyle of the Canadian Consulate General, Minneapolis advises the following.

> *"If what you have to offer is better quality, remember that quality does not just apply to the product itself. Quality is measured in your company's degree of professionalism, such as how your telephone is answered, what image your label or packaging evokes to a new customer, whether or not you have a well-designed brochure, if you are timely in shipping full orders and how you handle the inevitable problems that arise.*
>
> *The statement of quality as it relates to a product sometimes obscures these more critical factors. If a manufacturer stands solely behind its production quality and does not address the quality of its marketing and customer service, it will miss out on major opportunities that will instead go to its competitors. To offer quality in all that you do does not necessarily require spending more money. It requires that you know your customers better and that you use your creativity and imagination."*

- **Check your Insurance**

Protect yourself from legal action against your product or service with liability insurance, and consider export credit insurance as security in the event of non-payment of bills.

The material contained in this Guide provides an initial foundation of information to help exporters of residential building products meet the above criteria. It is the responsibility of the individual firm, of course, to undertake the necessary steps to ensure the above guidelines are followed fully in order to enhance the opportunity for export success.

4.4 REGULATIONS, SPECIFICATIONS AND BUILDING CODES

4.4.1 Regulations and Specifications

Most Canadian residential building products tend to meet or exceed U.S. specifications. However, it is crucial that a detailed understanding of the specifications relevant to the particular product being exported is obtained and complied with.

There are an enormous range of specifications (too numerous and detailed to include in this Guide) for residential building products being used in the U.S. The Canadian Standards Council of Canada (SCC) provides information on the latest technical, safety and quality requirements of standards and regulations around the world. It can also help small or medium-sized companies establish their own strategic approach to standardization. It can be reached by telephone at (613) 238-3222, by FAX at (613) 955-4584, or at their Web site, www.scc.ca.

You can also obtain detailed reports from the National Evaluation Service which provide specifications for compliance with all of the model building codes. Their contact information is as follows:

National Evaluation Service
5203 Leesburg Pike, Suite 600
Falls Church VA 22041-3401
Telephone (703) 931-2187
Facsimile (703) 931-6505
Website www.nateval.org

You can order reports directly from their website. They currently have approximately 200 evaluation reports which are constantly updated and provide an excellent source for suppliers wanting to introduce new products.

If you find that the National Evaluation Service has not already produced a report on a specific product, you may be able to obtain a report from one of the other model building code organizations. Contact the Building Officials and Code Administrators Inc (BOCA), the International Conference of Building Officials (ICBO) or the Southern Building Code Congress International Inc (SBCCI) or the International Code Council (ICC). Contact information for each of these organizations is provided in Appendix Three Section 3.0 Associations.

The National Evaluation Service has established a Building Innovation Center which can provide evaluations of products beyond looking at code compliance. These evaluations look at the performance of the product in terms of life safety, durability, serviceability and other aspects not covered by building code compliance evaluations. The purpose of the Building Innovation Center is to provide support to manufacturers who find that builders are reluctant to use new products that do not have an established track record but that do meet the building code standards.

In addition, there are several catalogues and directories, which provide further information on product specifications and standards. A typical example is Sweet's Directory, one of the construction industry's primary building product information sources. Founded in 1906, it provides detailed product specifications for all construction products utilized in the United States, Canada and a variety of other countries. You can find their web site at www.sweets.com. Other directories include the Thomas Register at www.thomasregister.com, with listings of 170,000 manufacturers, and The Blue Book of Building and Construction at www.constrnet.com which provides construction information by region and county.

These directories can be an important tool for exporters seeking to fully identifv and understand the specifications that apply to their product line.

In exporting residential building products and carrying out construction activity in the United States, building and fire codes must also be met, and there are plenty of them; national, state, regional and local. In the case of windows, for example, regulations and codes relate to such specifications as the minimum light areas, minimum R values, minimum egress areas, etc., which will also relate to local fire codes, and ASHRAE ratings.

National codes are the most liberal, and local codes the most restrictive. While restrictive in many cases, U.S. codes are generally less stringent than most Canadian codes. Anyone meeting Canadian codes should usually be able to comply with relative ease, with the exception of areas susceptible to unique problems such as hurricanes or extreme heat.

Massachusetts enacted a residential energy code in March 1998. According to the Energy Design Update report prepared October 2001 by Cutter Information Corp., although the code is in effect, "fewer than half of the new homes being built comply with the overall thermal performance requirements of the code, so the energy savings aren't anywhere near what they might be."[35] This code sets minimum standards for areas such as:

- air infiltration
- heating and cooling equipment output
- duct sealing and insulating
- HVAC hot water pipe insulating
- thermostats to control each HVAC system
- vapor retardant barriers
- lighting and power

In particular, Canadian exporters of windows to Massachusetts must analyze their products to ensure they will meet the requirements. Windows must be certified by the National Fenestration Rating Council. The impact of this requirement has "levelled and raised the playing field"[36] because all builders must now prove that the windows installed are energy-efficient. In the past, builders who only installed proven energy-efficient windows were at a disadvantage, as other builders were making the same claims for less-expensive windows that did not meet the same standards. A further impact upon window manufacturers is the use of MAScheck software. This program allows a builder to select windows from a component library and calculate the total glazing area. Canadian exporters will need to ensure their windows match the specifications to windows in this component library.

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[35] Energy Design Update, October 2001, Cutter Information Corp., www.cutter.com/energy

[36] ibid

Another method of determining energy efficiency in Massachusetts is the use of the Home Energy Rating Systems (HERS). This alternative to the requirements of the Residential Energy Code provides a means for a builder to rate a home's energy efficiency. Any home with a rating of 83 or higher will meet the Residential Energy Code. Builders in Massachusetts could choose this method over the inspections required by the Residential Energy Code.

Architects and builders use published specifications to select appropriate products for particular homes. Potential exporters should review various directories to determine what standards, regulations, test methods, etc. are required for various products. The Canadian Standards Association (CSA) has a department, which is quite familiar with U.S. standards and reciprocal recognition and can be of great assistance.

Several industry associations of manufacturers, such as the National Wood Window & Door Association (NWWDA), are primarily concerned with promotion of the products of their memberships and monitoring of market data. They will usually also coordinate with various national and international standards organizations, monitor any building and fire codes that might affect their products, and usually offer a voluntary certification program by which members can offer the assurance that their products are manufactured to the association standards. Although not strictly a requirement to meet various building codes, the lack of a trade association certification could be used as an excuse not to accept a new product by the builders and architects.

Competitors' literature also should be reviewed to determine the norm for the industry. Most can be found in directories such as Sweet's Catalogue, the Thomas Register or The Blue Book of Building and Construction.

Occasionally, the trade association will also coordinate its standards to international (ISO) or national (ANSI) standards. Although not always in direct harmony, many Canadian manufacturing or trade associations cooperate with their U.S. counterparts and can help a Canadian manufacturer determine whether or not it can receive certification in the U.S. as well.

One standard which some Canadian companies have had difficulty with is an EPA (Environmental Protection Agency) ruling, which specifically bans the use of mercury in any wood preservatives. Apparently, preservatives containing mercury are still in use in Canada and several companies have had difficulty with compliance. Otherwise, it has been found that the majority of Canadian products meet the higher quality standards of the NWWDA ranges. For example, according to several sources, the amount of wood used in Canadian wood windows is greater than that used in most American wood windows. While it adds to the quality, it also adds to the cost.

Although not specifically a requirement, voluntary certification by the appropriate manufacturers or dealers association, if possible, will eliminate at least one excuse for sales resistance. It might not be legally necessary to receive official endorsement of this nature, but it would certainly give a company credibility when dealing with many of the builders and their specifiers.

Details of certification programs for the five product lines discussed in this guide are noted below. Contact information for each association is listed in Appendix Three.

- **Cabinetry**

The Kitchen Cabinet Manufacturers Association (KCMA, web site www.kcma.org/certprog_req.htm) has developed a certification program which tests materials used in cabinets before they are awarded the KCMA Certification Seal. The following material was taken from their website, and lists the standards required to achieve certification.

- all cabinets must be fully enclosed with backs, bottoms, sides and tops on wall cabinets; and backs, bottoms and sides on base cabinets, with certain specified exceptions in kitchen sink fronts, sink bases, oven cabinets and refrigerator cabinets;
- all cabinets designed to rest on the floor must be provided with a toe space at least two inches deep and three inches high;
- all utility cabinets must meet the same construction requirements as base and wall cabinets;
- doors must be properly aligned, have means of closure, and close without excessive binding or looseness;
- all materials must ensure rigidity in compliance with performance standards;
- face frames, when used, must provide rigid construction;
- for frameless cabinets, the ends, tops/bottoms and back shall be of thickness necessary to provide rigid construction;
- corner or lineal bracing must be provided at points where necessary to ensure rigidity and properly joining of various components;
- all wood parts must be dried to a moisture content of 10 percent or less at time of fabrication;
- all materials used in cabinets must be suitable for use in the kitchen and bath environment where they may be exposed to grease, solvents, water, detergent, steam and other substances usually found in these rooms;
- all exposed plywood and composition board edges must be filled and sanded, edge-banded or otherwise finished to ensure compliance with the performance standards;
- all exterior exposed parts of cabinets must have nails and staples set and holes filled;
- all exposed construction joints must be fitted in a workman-like manner consistent with specifications; and
- exposed cabinet hardware must comply with Builders Hardware Manufacturing Association finishing standards

Various tests are made on the cabinets as noted below.

Tests to measure structural integrity

1. loading shelves and bottoms at 15 pounds per square foot for seven days
2. gradually loading mounted wall cabinets to 500 pounds
3. loading weights against cabinet fronts
4. dropping a 3 pound steel ball from 6" onto surfaces
5. striking cabinet doors with a 10-pound sandbag

Tests on drawers

1. loading drawers at 15 pounds per square foot and operating through 25,000 cycles of opening and closing

Tests on doors

1. loading doors with a 65-pound weight and slowly opening and closing
2. opening and closing doors for 25,000 cycles

Tests on finishes

1. heating cabinet doors to 120 degrees Fahrenheit and 70% relative humidity for 24 hours
2. heating cabinet doors to 120 degrees Fahrenheit for one hour, cooled to room temperature and humidity conditions, and cooled for one hour at –5 degrees Fahrenheit for five cycles
3. exposing surfaces to materials such as vinegar, fruit juices, catsup, coffee, olive oil and 100-proof alcohol for 24 hours and mustard for one hour
4. exposing cabinet door edges to detergent for 24 hours

- **Doors and Windows**

For doors and windows, the American Architectural Manufacturers Association has developed a set of standards known as ANSI/AAMA/NWWDA 101/I.S.2 Voluntary Specification for Aluminum, Vinyl (PVC) and Wood Windows and Glass Doors. These specifications look at all components of the windows and doors, including extrusions, glass, sealants and hardware. The organization has a list of Verified Components posted on their website at www.aamanet.org. The details of the certification requirements are available to be purchased from the association.

Products are tested by independent laboratories and inspection of the manufacturer's production line.

In addition, the Wood Moulding and Millwork Producers Association (web site www.wmmpa.com) has developed a limited number of Quality Industry Standards for millwork products. These are available for purchase from their website. The following products are included in these standards.

- hinged interior wood door jambs
- exterior wood door frames
- wood moulding requirements
- vinyl wrapped interior mouldings and millwork
- standard certified non-structural laminated or finger jointed wood
- industry standard for non-pressure treating of millwork
- industry standard 20-minute fire-rated wood door frames

Flooring

According to the National Association of Floor Covering Distributors (web site www.nafdc.org) and the World Floor Covering Association, there are no current requirements for standards for flooring materials.

• Siding

There are various types of siding used in residential construction. Each type has its own association and voluntary certification processes. For example, the Vinyl Siding Institute (web site www.vinylsiding.org) has set up a certification program to meet or exceed the requirements of ASTM D3679 for vinyl siding. The Hardboard Association uses ANSI standards to determine certification of products. Each association should be contacted by the prospective exporter to obtain up to date information on standards and any certification programs.

• Pre-Engineered/Panelized Building Systems

All manufactured housing in the U.S. is governed by regulations set out by the U.S. Department of Housing and Urban Development (HUD). To obtain further information on their requirements for modular and panelized housing for the Commonwealth of Massachusetts, contact:

Manufactured Housing & Standards Division
Office of Consumer and Regulatory Affairs
Department of Housing and Urban Development
451 Seventh Street SW
Room 9152
Washington D.C. 20410-8000
Telephone (202) 708-6423
Facsimile (202) 708-4213
Email MHS@hud.gov

The HUD website also provides information on how to apply for an exemption from the requirements of the National Manufactured Housing Construction and Safety Standards Act for modular homes. In brief, these homes must be designed to be installed on a permanent foundation, instead of the temporary foundation required for manufactured homes. Manufactured homes have an attached chassis that permits them to be moved between locations, while the chassis for a modular home must be removed once it has been transported to the site.

- **HUD Projects**

Products to be installed in any HUD (U.S. Department of Housing and Urban Development) project must meet their standards. These standards are based on model building codes, but have unique durability requirements. We recommend you contact HUD at (204) 708-6423 and request a copy of booklet 4910.1 called 'Minimum Property Standards for Housing' 1994 edition, or obtain further information on these requirements from the HUD website at www.hud.gov/fha/sfh/mps/

In addition to the above, according to several experts, many Canadian-made components are built with more wood and pressure-treated instead of simply "dipped". Therefore, they often meet performance standards that put their products into the highest grade levels. Certification at higher-grade levels would be an additional sales feature and could be worth the price of membership in an association.

4.4.2 Building Codes

The regulatory environment for building products in the U.S. is presently comprised of a complex and overlapping patchwork of codes. In the absence of a federal mandate or direction, an ad hoc system of model building codes and other related codes has evolved. This environment will be changing shortly with the introduction of the new consolidated International Codes, but until these new codes are widely adopted, it will become even more complex before it becomes simpler.

There are three model building codes now being used by various jurisdictions across the U.S. The codes have been developed over the years by three separate non-profit organizations. The provisions in these codes are selected on a democratic basis by the code enforcement officials of the respective adopting jurisdictions.

About a third of the states have adopted one of these building codes for statewide use and prohibited any local amendments. Two states (NY and WI) have developed and mandated their own statewide building code. The remainder of the states allow their local jurisdictions – either counties or municipalities – to adopt the building code of their choice.

Massachusetts is one of the few jurisdictions that has adopted a common code throughout the Commonwealth. Information on this code can be found at www.state.ma.us/bbrs/code.htm. A summary of the various codes currently in effect is provided below.

Table 13
Building Codes in Effect, Massachusetts, December 2001

Code Type	Code Model	Amendment Contract
Building/Dwelling Code	NBC 1993 (Mass. State Building Code, CMR 780)	State House Bookstore, (617) 727-2834
Structural Code	NBC 1993 (Mass. State Building Code, CMR 780)	State House Bookstore, (617) 727-2834
Plumbing Code	Mass. State Plumbing Code, CMR 248	State House Bookstore, (617) 727-2834
Mechanical Code	Mass. State Plumbing Code, CMR 248	State House Bookstore, (617) 727-2834
Electrical Code	NEC 1999 (Mass. Electrical Code, CMR 527)	State House Bookstore, (617) 727-2834
Fire/Life Safety Code	Mass. Fire Prevention Regulations, CMR 527	State House Bookstore, (617) 727-2834
Accessibility Code	Architectural Access Regulations, CMR 521	State House Bookstore, (617) 727-2834
Energy Code	AHRAE 90.1 (Mass. State Building Code, Article 13 (CMR 780))	State House Bookstore, (617) 727-2834

Source: www.buildingteam.com/codes/members/state.asp?state=MA

The Building Team website indicates that effective January 1, 2001, the new commercial energy code was put into effect. This code was based on ASHRAE 90.1.

Contact information for the major municipalities in the Boston market area is provided in Appendix Four.

4.5 *KEY CONTACTS IN THE BOSTON AREA*

Putting the above strategies into practice requires an understanding of key contacts in the Boston market area. Accordingly, Appendix Three includes information on the following Boston-area contacts:

- Lumber Stores and Home Centres;
- Residential Building Product Distributors/Manufacturers Representatives, Product Dealers and Wholesalers for each of the five residential products profiled;
- Leading General Contractors and Construction Management Firms;
- Leading Residential Property Owners;

- Builders, Developers, Renovators and Contractors;
- Associations; and
- Other Important Websites (e.g. for market and economic data, etc.)

Some of the largest builders, owners and developers in the area are shown below, including the person who you could contact regarding your products. Their full address and contact information are available in Appendix Three Section Two.

Table 14
Largest Builders, Owners and Developers, Boston Market Area, 2001

Company	Contact	Telephone	Email/Website
A J Martini	Paul Martini, President	(781) 322-8400	martini@ajmartini.com, www.ajmartini.com
AEW Capital Management	Jeff Furber	(617) 261-9000	jfurber@aew.com, www.aew.com
Avalon Bay Communities Inc	Scott Dale	(617) 847-1202	www.avalonbay.com
Beacon/Skanska Construction	Jim Kolb, Business Development & Client Relations	(617) 574-1400	jkolb@beacon-skanska.com, www.beacon-skanska.com
Beaver Builders Inc	Ted Fish, President	(617) 965-9600	tfish@peabody.com
Bond Bros Inc Building & Utility	Edward Bond Jr., President	(617) 387-3400	e.bondjnn@bondbros.com
Boston Properties	Edward Linde, President	(617) 236-3300	www.bostonproperties.com
Bovis Landlease Construction	Joe Farrell, Snr VP in charge	(617) 598-4300	no
Bowdoin Construction Corp	George Chabot, President	(781) 444-6302	www.bowdoinconstruction.com
Boylston Development Corporation	Bill McWillin	(617) 262-4646	no
Cathartes Group	James Goldenberg, CEO	(617) 742-6000	jimg@cathartes.com
City of Chelsea Planning & Development	John DePriest, Dir. Of Planning	(617) 889-8233	jdepriest@ci.chelsea.ma.us
City of Fitchburg Economic Development Office	Michael LaNava, Exec. Director	(978) 345-9602	mlanava@net1plus.com
Cor Jen Const Co	Bob Walsh, President	(617) 822-7351	www.corcoranjennison.com
Corcoran Jennison Cos	Ms. Marty Jones, President	(617) 822-7350	www.corcoranjennison.com
Cordage Development LLC	Paul Barcellos, Property Manager	(508) 746-7707	no
CWB Boylston c/o S R Weiner	Stephen Weiner, President	(617) 232-8900	www.srweiner.com
CWC/Thomas Construction Joint Venture	Bruce Polishook, President	(617) 965-2800	bpolishook@cwcbuilders.com
DeNormandie Companies	Philip DeNormandie	(617) 523-2313	no
Gemini Homes	Gary Rothkopf	(781) 449-3202	no
George B H Macomber Co	John T. Henderson, President	(617) 478-6200	www.gbhmacomber.com
Massachusetts Port Authority-Capital Prog	Thomas Kinton (in charge)	(617) 568-5964	no

Company	Contact	Telephone	Email/Website
Mirick and Daniels, Inc	Stephen G. Mirick, President	(508) 852-2453	mirikdan@aol.com
Payton Construction Corporation	William Payton, President	(617) 423-9035	www.payton-construction.com
Plumb House Inc	Richard Andersen, President	(508) 699-7155	info@plumbhouse.com, www.plumbhouse.com
Richard White Sons Inc	Donald E. White, President	(617) 332-9500	dewhite@rwsons.com, www.rwsons.com/home.htm
Suffolk Construction Co.	John Fish, President	(617) 445-3500	no
Tara Construction Co	Pedro Pirez, President	(781) 391-6400	www.taraconstruction@yahoo
The Druker Company	Ronald Druker	(617) 357-5700	rdruker@drukerco.com
Turner Construction Co	Charlie Buuck VP	(617) 247-6400	c.buuck@tcco.com, www.turner.construction.com.boston
Walsh Bros	James Walsh, President	(617) 876-0375	www.walshbrothers.com
Winn Development Company	Bill Wollinger, President	(617) 742-4500	wwollinger@winnco.com

The largest Lumber Yards and Home Centres are listed below, including contact names. Additional contact information for these firms is provided in Appendix Three Section 1.1.

Table 15
Largest Lumber Yards and Home Centres, Boston Market Area, 2001

Company	Contact	Phone	Website
ABC Supply Company	Chuck Plumberg	(608) 362-7777	www.abcsupply.com
Ace Hardware Corp.	David F. Hodnik, President + CEO	(630) 990-6600	www.acehardware.com
Cape Cod Lumber	Butch Thurston	(781) 878-0715	www.cclco.com
Grossmans Lumber	Rob Franklin	(781) 297-3300	no
Harvey Industries	Alan Marlow	(781) 899-3500	www.harveyind.com
Heritage Wholesalers Inc	Michael Bailey	(781) 324-8100	no
Home Depot	Dave Voss, Global Product Merchant, 2455 Paces Ferry Road, Building C-7, Atlanta, GA 30339	1-800 654-0688 ext. 15194	www.homedepot.com
Jackson Lumber & Millwork	Jay Torrisi	(978) 686-4141	no
Kamco Supply Corporation of Boston	Mike Williams, Marketing Manager	(781) 938-0909	www.kamcoboston.com
Karpp Robert N Co Inc	Robert N Karpp	(617) 269-5980	www.karpp.com
Koopman Lumber Company	Bob Lacasse	(508) 234-4545	www.koopmanlumber.com
Leader Home Centers	David Rex	(413) 253-3414	no
Lowe's Home Improvement Warehouse	use website to submit information directly to Lowe's Head Office	use website to submit information directly to Lowe's Head Office	www.lowes.com/lkn?action=custSvcVendorInquiry&topic=customerService
Maki Building Centers	Glenn V. Maki	(978) 343-7422	www.truevalue.com/maki
Moynihan Lumber	Wally Ware	(978) 664-3310	www.moynihanlumber.com
National Lumber	Elliot Kaplan	(508) 339-8020	www.national-lumber.com

Company	**Contact**	**Phone**	**Website**
Pelletier's Building Supply Company	David Pelletier	(978) 345-2541	www.pelletiersupply.com
Prime Source Building Products	Wayne Shuey	(508) 436-6100	www.primesourcebp.com
SRW Contractors Supply Inc	Dennis Ring	(781) 337-0555	email dpaulr@earthlink.net
Wood Ventures Lumber	Mike Rullo (only hardboard siding, wood products)	(508) 947-2353	www.woodventureslumber.com

Although we have not listed architects in this report, there are times when these professionals directly influence the purchase of materials for a project. We did contact the Boston Society of Architects and found that they have over 2,000 members who are either architects or interns, as well as over 1,000 affiliates. The Massachusetts chapter has an additional 200 members. If you decide that you would like to directly market to architects, you should begin by contacting the Boston Society of Architects, a Council of the American Institute of Architects, at (617) 951-1433, fax, (617) 951-0845 or website www.architects.org. A complete list of 782 architectural firms who participated in their November 2001 convention is available at this website.

You can also obtain a list of architects in the Boston market area from the Canadian Consulate General, Boston.

5.0 WHO ELSE CAN HELP?

Understanding local markets and linking with local business contacts is, of course, crucial to export success in a large market area such as Boston. The Canadian government provides a variety of services and programs to assist in this regard. Further information can also be obtained from the agencies noted below.

5.1 CANADA MORTGAGE AND HOUSING CORPORATION

CMHC International is the division in CMHC responsible for helping Canadian firms export housing products, services and expertise. CMHC International is a key member of Team Canada Inc. Services available to companies interested in export include: matchmaking; trade missions; international trade shows; gathering and disseminating of foreign market intelligence; organizing seminars; harmonizing building codes and standards and certification of products/systems internationally; developing a "Canadian House" brand in foreign markets; and developing export markets using CMHC's expertise in housing finance, research and assisted housing.

CMHC International offers the following services to Canadian firms seeking to export goods.

- **Organizing Matchmaking, Orientation and Trade Missions and International Trade Shows**

CMHC International works with representatives of Canadian firms participating in trade missions and attending international trade shows. CMHC can also help link your firm with pre-qualified buyers seeking your products and services.

Incoming Missions also play a role in helping Canadian firms reach export markets. These events take place here in Canada. The regional CMHC export specialists advise local firms of these visits.

- **Gathering Foreign Market Intelligence**

CMHC International gathers information on market conditions, the regulatory environment and key contacts for various foreign markets. This information provides a strong starting point for you to explore the possibilities of these markets. Reports are available directly from CMHC, and market seminars held throughout the year.

- **Disseminating Information**

CMHC has a website (www.cmhc-schl.gc.ca) which provides updated information on international markets. The website gives details on market opportunities, intelligence, mission reports and downloadable reports.

Additional material from CMHC includes:

Canadian Wood-Frame House Construction Handbook is available from CMHC. This book provides detailed information on how wood-frame houses are constructed in Canada, and is available in 5 languages. The International Training Team also conducts seminars internationally on Canadian house construction methods, and brings back information gathered to share market knowledge and leads with Canadian firms.

International Housing News is a free magazine available on the website, or by fax or e-mail.

CMHC International collects and provides detailed information on project opportunities to Canadian firms on their mailing list. These are specific projects which could be ideally suited for Canadian firms interested in export markets.

Information on the wide variety of building codes and product standards in international markets is available from CMHC, who works with foreign governments and agencies to harmonize codes and standards and facilitate the certification of products and systems. CMHC International also shares its expertise with foreign governments in the area of financing for homeowners.

5.2 CANADIAN CONSULATE OFFICE

The Canadian Department of Foreign Affairs and International Trade (DFAIT) maintains an extensive network of trade commissioners and officers in Canada and abroad to assist Canadian export-ready firms and to promote Canadian trade and investment. There are some 12 Consulate General of Canada offices providing these services in cities across the U.S., including Boston.

The Boston contact information is as follows:

Canadian Consulate General, Boston
Three Copley Place Suite 400
Boston, MA 02116, U.S.A.
Telephone (617) 262-3760
Facsimile (617) 262-3415
General e-mail boston.commerce@dfait-maeci.gc.ca
Website www.can-am.gc.ca/boston

The building products contact is:

Mr. Martin Robichaud
Telephone (617) 262-3338 ext. 356
Facsimile (617) 262-3415
martin.robichaud@dfait-maeci.gc.ca (email)

Trade Commissioners abroad help Canadian exporters deal with the challenge of complex foreign business environments. They understand local conditions, business cultures and business practices and can help open doors to these markets.

The Boston office can access Canadian exporters to a wide range of programs and services. There is no Strategic Alliance Centre in Boston, although the Consulate staff can assist you in developing a Strategic Alliance through WIN Exports.

A Strategic Alliance is a formal, mutually-agreed upon, commercial collaboration between two or more companies. While partners of the Alliance pool, exchange and/or integrate selected business resources for mutual benefit, they remain separate, entirely independent businesses.

You may choose to create an alliance for cross-licensing agreements, market exchanges, cooperative manufacturing agreements or joint-equity ventures. The reasons why you may seek to create an alliance are:

- to share your expertise in exporting internationally
- to enter new markets, both in the US and internationally where the other firm has already entered
- to offer tax credits to your partner as an incentive for R & D
- to build on the network of contacts that the partner has already established
- to work together to enter new markets

The key to a successful strategic alliance is, of course, the matching of two firms who can both benefit from the alliance. Speak with the building products contact at the Canadian Consulate General, Boston regarding setting up a Strategic Alliance.

5.3 EXPORT PROGRAMS

The Canadian government offers a variety of programs to assist exporters to the US.

- **ExportUSA Programs**

There are three different programs operating under ExportUSA:

- NEBS (New Exporters to Border States)
- EXTUS (Exporters to the USA)
- Reverse NEBS

The outline of each program and requirements for participation are summarized below.

NEBS (New Exporters to Border States) is geared to meet the needs of Canadian companies who are not yet exporting to the US, but are seeking to enter this market. The ExportUSA offices in the US provide information on the essentials of exporting and also introduce these Canadian firms to markets located in US border states. This is a practical program which results in first-hand knowledge of the requirements of exporting to these states.

EXTUS (Exporters to the USA) is designed to meet the needs of Canadian exporters who have already begun exporting their products. This program will help you expand into new markets in the US.

Both NEBS and EXTUS are based upon the training session approach, where a "mission" is planned in conjunction with a trade show and provides detailed information about entering and expanding into that particular sector. All NEBS and EXTUS missions last between one and three days, and most "missions" include a visit to the Canadian Consulate General Office in the target market to obtain the following information:

- a briefing on border procedures
- presentations by US manufacturers' representatives, sales agents, distributors and/or buyers
- a tour of the relevant coinciding trade show or fair
- visits to local wholesalers or retailers
- briefings on local US markets
- meetings with Canadian Trade Officers and potential agents or distributors
- export information guides and kits which are handed out to participants

The cost of these "missions" is US $100 for each company representative attending. The Canadian Government may partially offset this cost by contributing a maximum of CAN $100 towards the entry fee of the trade show for one company representative.

Companies wishing to participate in EXTUS must have sales of less than CAN $2.3 million annually. There is no sales income limit for Canadian firms interested in NEBS, although these firms must be incorporated and operate in Canada, and must not be exporting to the US on a regular basis.

The **Reverse NEBS Program** provides informative seminars throughout Canada to Canadian firms interested in learning more about exporting to the US. These seminars are usually scheduled over a one-day period, and are focused on a particular sector or issue. A participation fee may be charged for this program.

In all, over 13,000 Canadian firms have participated in the three facets of the ExportUSA program since 1984.

Firms interested in participating in the ExportUSA programs must agree to be entered into the Department of Foreign Affairs and International Trade (DFAIT)'s database. The listing entitles Canadian firms to receive international business leads from the International Business Opportunities Centre and international promotion.

- **Program for Export Market Development (PEMD)**

This program provides financial assistance for eligible Canadian companies to help develop new export markets. Such assistance can help, for example, in the design and printing of sales materials, in placement of advertisements, in opening a branch location, and so on. PEMD is managed by the Export Development Division of DFAIT, and jointly administered with Industry Canada through the regional International Trade Centres.

- **Provincial Programs for Export Financing**

Information on Provincial Government Export Financing Programs can be found on the ExportSource web site (www.exportsource.gc.ca/nonframe/engdoc/5c.html). This site references some of the programs available by province. Other sources of information on provincial export programs can be found on each province's website, generally under the Economic Development section.

- **Team Canada and Business Development Missions**

These Missions target specific, promising markets and are an integral component of Canada's international business development efforts to increase trade and investment. The Missions are organized by DFAIT. More information on Team Canada can be found on the Department of Foreign Affairs and International Trade web site under Trade, International Business Development (web site www.dfait-maeci.gc.ca/trade/menu-e.asp).

- **Export Websites**

The Canadian government has compiled a list of websites providing important export information on the following topics:

United States

- Tariffs, Forms & Licenses
- Freight Forwarders/Logistics
- Manufacturers Agents, Distributors & Representatives
- Trade Shows & Events
- U.S. Government
- Other Useful Sites

Canada

- Doing Business with NAFTA
- Tariffs, Forms & Licenses
- Canadian Customs Brokers
- Export Programs
- Export Services
- Banks and Insurance Companies
- Trade & Business Associations
- Trade Shows & Events
- Canadian Government
- Media and Other Useful Sites

- **WIN Exports**

WIN Exports is a database of Canadian exporters and their capabilities used around the world by Trade Commissioners and the International Business Opportunities Centre to match export-ready Canadian companies to suppliers with a business opportunity in their region. Membership entitles a Canadian company to international business opportunity centre access, international promotion of your company and the sharing of your company information with the Team Canada Inc. network of federal departments and provincial governments.

You can register for WIN by going to the website at http://win.infoexport.gc.ca/register.asp.

- **International Trade Centres**

International Trade Centres are located in British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, New Brunswick, Nova Scotia, Prince Edward Island and Newfoundland and Labrador. Exporters in Northwest Territories and Nunavut are served by the Alberta office, and exporters in Yukon by the British Columbia office. These centres offer one-stop shopping services for Canadian firms to take advantage of export opportunities in the U.S. and other foreign markets. Services include export counselling, market entry support services and market information. They also provide a link with Canadian Trade Commissioners abroad and can help exporters access programs such as PEMD and NEBS.

- **Canada Business Service Centres**

Located in every province and territory, these centres assist companies by providing information on services, programs and regulations and can help research export questions.

- **Regional Trade Networks**

The 10 RTN's across Canada consist of federal, provincial and regional representatives as well as industry associations who have teamed up to help exporters maximize opportunities. They can provide assistance to:

- develop export skills
- review export plans
- identify trade fairs, seminars and missions
- collect market information and intelligence
- provide advice and guidance on export financing needs
- access assistance in the target market

- **International Business Opportunities Centre**

The IBOC provides a matching service to connect foreign firms to Canadian companies. The Centre works in partnership with Canada's trade officers who are located in Canada's embassies and consulates to help link Canadians to local markets and identify business opportunities.

- **Business Development Bank of Canada (BDC)**

The BDC provides working capital for exporters; innovation loans; venture loans; term loans; productivity improvement loans; foreign buyer financing; term loans to implement e-commerce and other related services. BDC has strategic alliances with major financial organizations to serve the financial need of small to medium sized companies.

- **Export Development Canada (EDC)**

Export Development Canada is a Canadian financial institution devoted exclusively to providing trade finance services to support Canadian exporters and investors in 200 markets. This crown corporation reports to Parliament. Most of their clients are small businesses. Their services include export receivables insurance, export financing, bonding and guarantees and political risk insurance. Their small business financial services team works with business with sales of up to $25 million annually, offering various credit solutions to exporters.

- **Canadian Commercial Corporation (CCC)**

Canadian Commercial Corporation is an export sales agency which is wholly owned by the Government of Canada. The agency uses its government status to sign export sales contracts on behalf of Canadian exporters, and specializes in sales to foreign governments and international organizations. The agency also provides special access to U.S. defense and aerospace markets. One important service they provide is to guarantee that Canadian suppliers are financially and technically capable of meeting bid specifications, contract terms and supplier warrantees.

HOUSING EXPORTS

KEY U.S. HOUSING MARKETS: OPPORTUNITIES AND CONTACTS IN BOSTON

Housing
research
opportunities
MARKETS
EXPORT

Department of Foreign Affairs and International Trade
Ministère des Affaires étrangères et du Commerce international

CMHC SCHL

HOME TO CANADIANS

Canada

CMHC—HOME TO CANADIANS

Canada Mortgage and Housing Corporation (CMHC) is the Government of Canada's national housing agency. We help Canadians gain access to a wide choice of quality, affordable homes.

Our mortgage loan insurance program has helped many Canadians realize their dream of owning a home. We provide financial assistance to help Canadians most in need to gain access to safe, affordable housing. Through our research, we encourage innovation in housing design and technology, community planning, housing choice and finance. We also work in partnership with industry and other Team Canada members to sell Canadian products and expertise in foreign markets, thereby creating jobs for Canadians here at home.

We offer a wide variety of information products to consumers and the housing industry to help them make informed purchasing and business decisions. With Canada's most comprehensive selection of information about housing and homes, we are Canada's largest publisher of housing information.

In everything that we do, we are helping to improve the quality of life for Canadians in communities across this country. We are helping Canadians live in safe, secure homes. CMHC is home to Canadians.

Canadians can easily access our information through retail outlets and CMHC's regional offices.

You can also reach us
by phone at
1 800 668-2642
(outside Canada call (613) 748-2003)

By fax at
1 800 245-9274
(outside Canada (613) 748-2016)

To reach us online, visit our home page at
www.cmhc.ca

Canada Mortgage and Housing Corporation supports the Government of Canada policy on access to information for people with disabilities. If you wish to obtain this publication in alternative formats, call 1 800 668-2642.

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APPENDIX ONE: OVERVIEW OF LOCAL DEMOGRAPHIC, ECONOMIC AND MARKET CONDITIONS

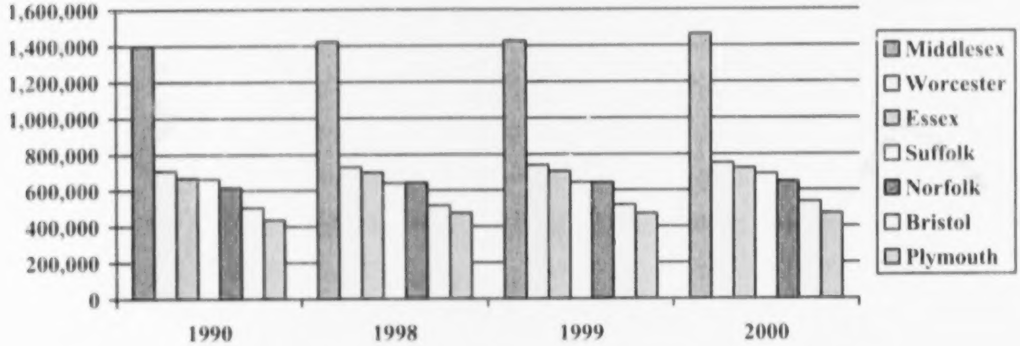
1.0 DEMOGRAPHY

1.1 TOTAL METROPOLITAN POPULATION

The Boston Primary Metropolitan Statistical Area (PMSA) includes communities of various sizes ranging from small towns to the City of Boston (located in Suffolk County). The population of the Boston market area by county for 1990 and the last three years is shown below:

Figure 1

Population of Boston Market Area

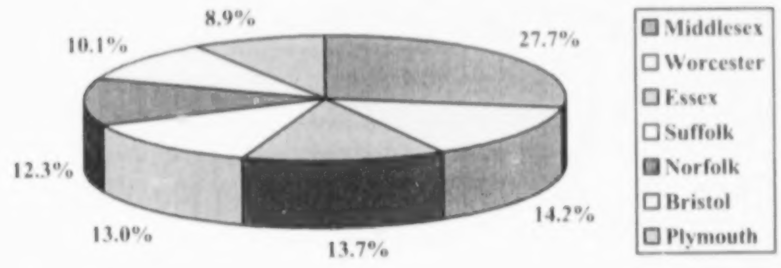


Source: www.census.gov/population/estimates/county/co-99-1/99C1_17txt for 1998 and 1999
Source: U.S. Census Bureau, Census 2000 for 1990 and 2000

As shown above, the most highly populated counties are Middlesex and Worcester. The Boston market area made up 83% of the total population of the Commonwealth of Massachusetts in 2000. The percentage of each county in the Boston market area and its recent growth rate is shown below.

Figure 2

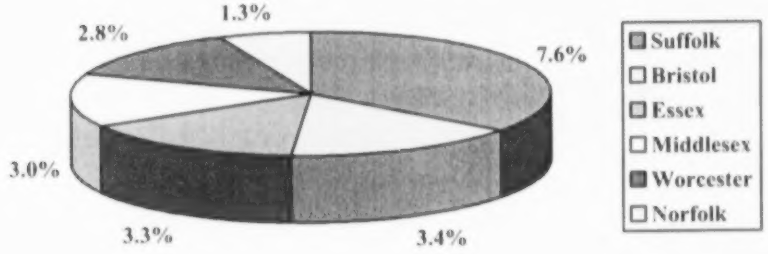
% of Boston Market Area Population by County, 2000



Source: Calculations by The Starr Group Inc. based on the U.S. Census

Figure 3

Rate of Population Growth by County 1998-2000, Boston Market Area



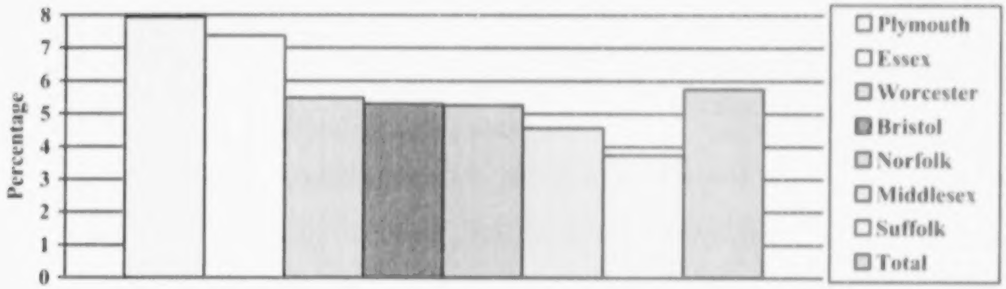
Source: Calculations by The Starr Group Inc. based on the U.S. Census

As shown above, although Middlesex County (which includes cities such as Cambridge, Newton and Somerville) has the highest percentage of the population in the Boston market area, the rate of growth, between 1998 and 2000 was only slightly higher than the overall growth rate of 3.0%. The highest growth rate areas over the past three years are Suffolk, Bristol and Essex Counties and include the City of Boston (Suffolk County). The pattern of population growth is quite different viewed over a 10-year period. Between 1990 and 2000 the fastest growing counties were Plymouth, Essex and Worcester. It is interesting to note that although Plymouth County experienced the highest rate of growth between 1990 and 2000, it experienced a decline in growth rate of 0.7% between 1998 and 2000.

The population growth rate for each county in the Boston market area over the past 10 years is shown below. The overall growth rate for the Boston market area between 1990 and 2000 was 5.8%.

Figure 4

Rate of Growth by County, 1990-2000, Boston Market Area

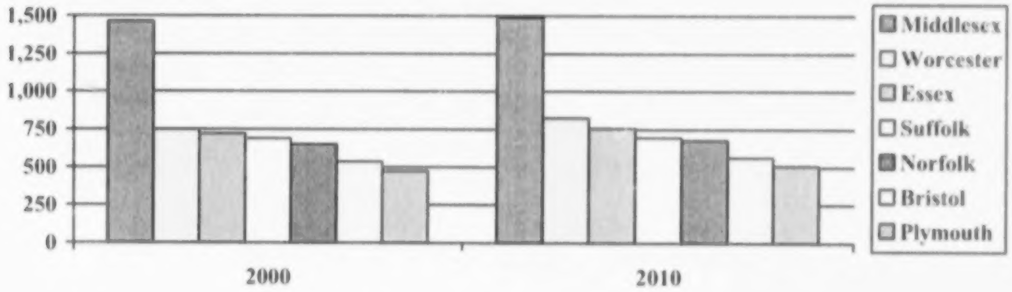


Source: U.S. Census Bureau, State and County QuickFacts
Source: http://quickfacts.census.gov

The forecasted population growth in the Boston market area for 2010 is shown below, compared to actual population for the year 2000.

Figure 5

Forecasted Population by County, 2000 and 2010, Boston Market Area, 000's

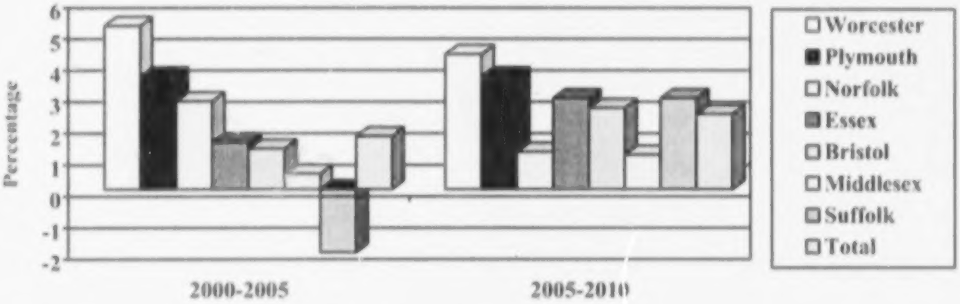


Source: http://www.umass.edu/miser/population/miserproj.htm

The information provided above is explained in further detail in the following charts which show the forecasted growth rates for the periods between 2000-2005 and between 2005-2010. The expected average growth rate for these five-year periods is 1.8% and 2.7% respectively. The highest growth rate throughout this period is forecasted for Worcester and Plymouth Counties.

Figure 6

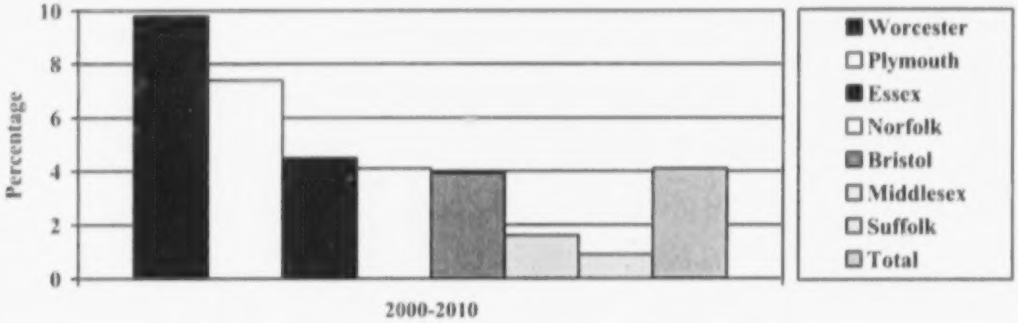
Population Growth Rates 2000-2005 and 2005-2010 by County, Boston Market Area



Source: http://www.umass.edu/miser/population/miserproj.htm

Figure 7

Forecasted Population Growth Rates 2000-2010 by County Boston Market Area



Source: http://www.umass.edu/miser/population/miserproj.htm

As shown above, Worcester County is forecasted to have greater growth rates from 2000-2005 compared to 2005-2010. Other counties such as Essex, Bristol and Suffolk are expected to experience greater growth rates between 2005-2010 compared to the previous five-year period.

Overall, throughout this time period the counties with the highest growth rates are expected to be Worcester, Plymouth and Essex Counties.

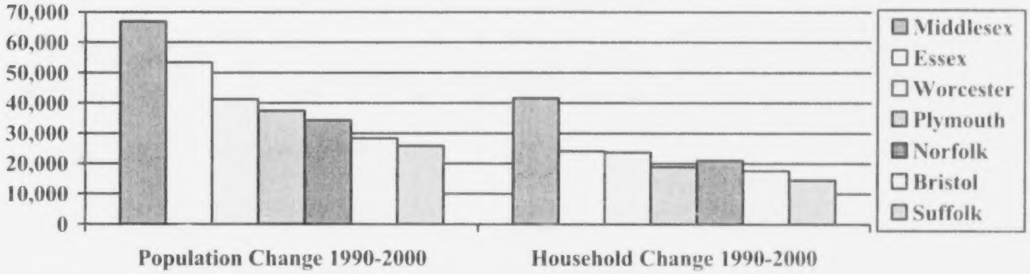
1.2 HOUSEHOLDS

The total number of households in the Boston market area closely reflects the number of dwelling units in the area.

The largest rates of population change between 1990 and 2000 have been seen in Plymouth and Essex Counties. However, because the population of Middlesex County is larger than the other counties, as expected, it has the highest increase in household formation. Other counties with large increases in the number of households include Essex and Worcester.

Figure 8

Growth in Population and Number of Households, Boston Market Area, 1990-2000

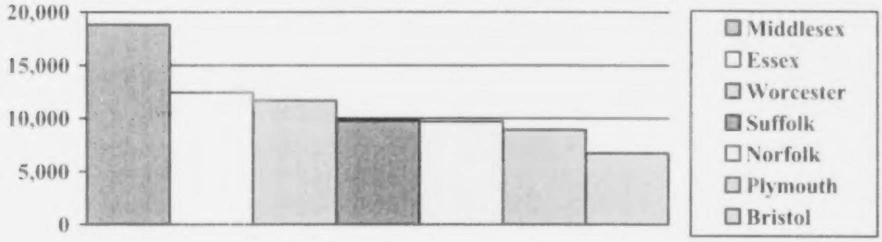


Source: U.S. Census Bureau, Census 1990 and 2000
Source: http://factfinder.census.gov/

The forecasted increase in the number of households for the period from 2001 to 2006 is shown below

Figure 9

Forecasted Increase in Number of Households, 2001-2006, Boston Market Area



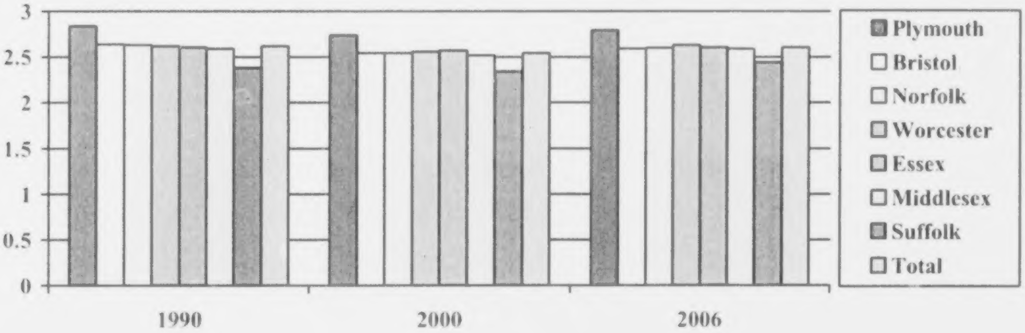
Source: U.S. Census Bureau, 2000
Source: EASI Demographics, Inc. 2001 for 2006

As shown above, the number of additional households in the Boston area to the year 2006 is forecast to be highest in Middlesex County, followed by Essex and Worcester Counties. In total, it is expected that approximately 78,000 new households will be added to the Boston market area to the year 2006.

The average household size has changed over the past 10 years. The changes in average household size for each county over the last 10 years are shown below, as well as the forecasted change to the year 2006.

Figure 10

Changes in Average Household Size, 1990, 2000 and 2006, Boston Market Area



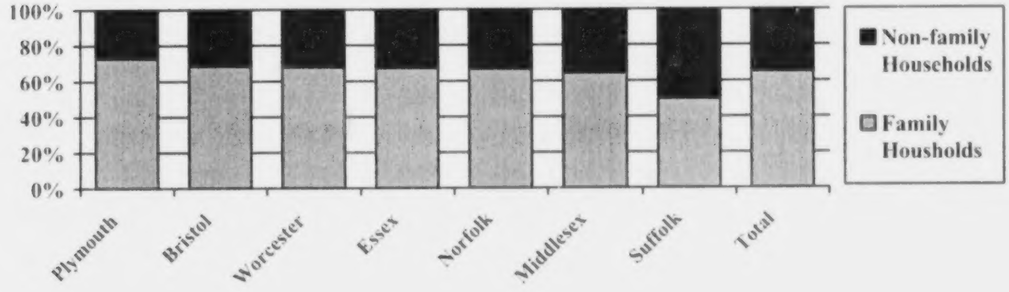
Source: U.S. Census Bureau, Census 2000
Source: http://factfinder.census.gov/
Source EASI Demographics Inc., 2001 for 2006

This information is useful in determining the number of bedrooms required for each household, and therefore impacts on the size of housing units. As shown above, the county with the highest number of persons per household for 2006 is Plymouth. However, household size in the other suburban counties of Bristol, Norfold, Worcester, Essex and Middlesex is only slightly smaller. As a result, using an average minimum of one bedroom per member in the household, the majority of the new housing units in these counties could be expected to be in the range of three or more bedrooms.

Another way to look at the housing requirements for a household is to determine the composition of the household, including number of children or seniors in the household. The following chart provides information on the types of households in 2000 in the Boston market area.

Figure 11

% of Total Households by Household Type, Boston Market Area, 2000

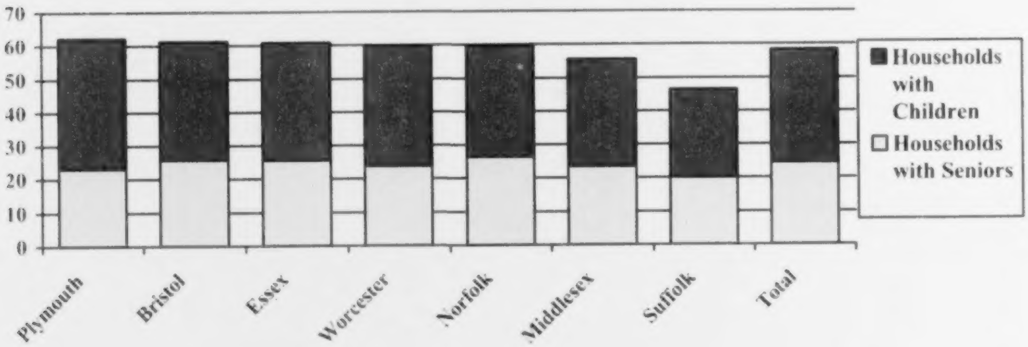


Source: U.S. Census Bureau, Census 2000
Source: http://factfinder.census.gov/

The above chart shows that Plymouth County has the highest number of "family" households, or persons that are related to one another sharing a dwelling. In Bristol, Worcester, Essex, Norfolk and Middlesex Counties the number of "family households" is slightly less. Suffolk County (City of Boston) has the highest percentage of households whose members were not related to one another.

Figure 12

Percentage of Total Households with Seniors or with Children, Boston Market Area, 2000



Source:U.S.Census Bureau, Census 2000
Source: http://factfinder.census.gov/

Households with children make up over 33% of the households in five of the seven counties: Bristol, Essex, Norfolk, Plymouth and Worcester. The highest percentage of households with seniors are found in Norfolk County (26.4%), Bristol County (25.8%) and Essex County (25.6%). In most cases the counties with the highest percentage of children in the household also had the lowest percentage of seniors in the household. The one exception was Suffolk County where the City of Boston is located. In 2000, Suffolk County had the lowest number of households with children as well as the lowest number of households with seniors in the Boston market area. As shown in Figure 11, Suffolk County also has the highest percentage of non-family households in the market area.

The study undertaken for CMHC on the US Home Renovation Market[1] found that homeowners in the age 35-44 category were most likely to undertake renovation projects, as these households included the highest number of children under 18. Homeowners over age 65 were least likely to renovate.

1.3 TENURE

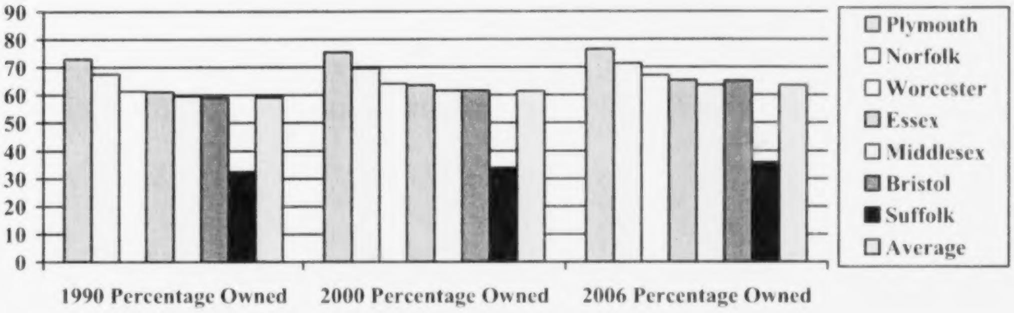
The tenure of the dwelling influences the type of renovation or new construction. Home owners have been found to spend significantly more on renovations than landlords of rental properties. In 1990, an average of 59.2% of the dwellings in the Boston market area were occupied by the owner, compared to 61.4% in 2000. By 2006 it is expected that an average of 63.6% of the dwellings will be owner-occupied.

---

[1] The Starr Group Inc., Study on US Renovation Market, Prepared for CMHC, October 1999

Figure 13

Tenure of Households, 1990, 2000 and 2006, Boston Market Area

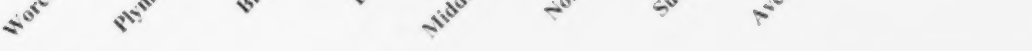


Source: U.S. Census Bureau, Census 1990 and 2000
Source: http://factfinder.census.gov/
Source: EASI Demographics, 2001 for 2006

The pattern of ownership versus rental has increased overall over the past 10 years, and is forecast to continue at a steady pace for most counties in the Boston market area as illustrated below. Suffolk County is the only county with a higher percentage of renter households than owners and this trend is expected to continue. Overall, the Boston market area will continue to see more owner households created than renter households between 2000 and 2006.

Figure 14

% Change in Ownership Tenure, 1990-2000 and Forecasted 2000-2006, Boston Market Area



Source: U.S. Census Bureau, Census 1990 and 2000
Source: http://factfinder.census.gov/
Source: EASI Demographics, 2001 for 2006

Whereas the percentage of homeowners increased more rapidly between 1990 and 2000 in Plymouth, Essex, Middlesex and Norfolk Counties, other counties including Worcester, Bristol and Suffolk will see a more rapid increase in the percentage of homeowners between 2000 and 2006.

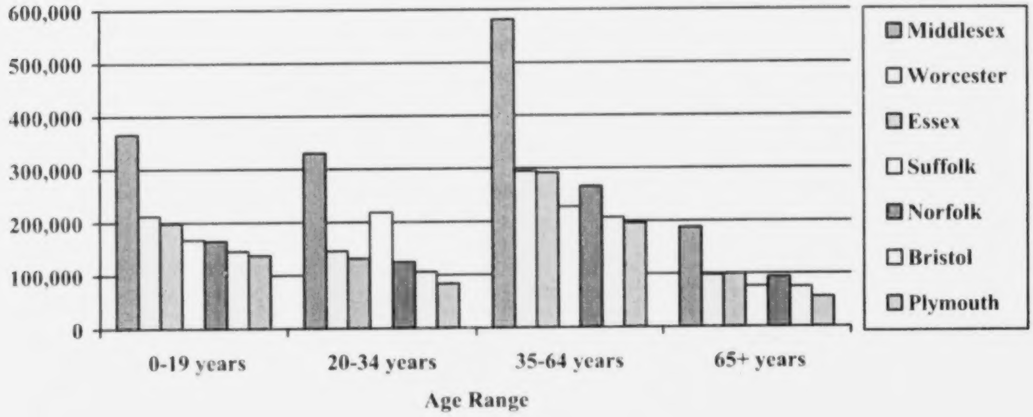
The report entitled "Study on U.S. Renovation Market"[2] stated that "rental property owners often have different motives for remodelling than do homeowners. Homeowners both invest and live in their homes. They remodel to personally benefit from the changes and to protect and improve the value of their investment. Rental owners remodel primarily to maximize their economic return and protect their investment."

1.4 AGE GROUPS

The current population by main age groups for the Boston market area is shown below.

Figure 15

Population by Age Range, Boston Market Area, 2000



Source: U.S. Census Bureau, http://factfinder.census.gov

The counties with the highest percentage of residents aged 0-19 years were Plymouth (29.1%) and Worcester (28.3%). Suffolk County had the lowest percentage of residents in this age group, at only 24.2%, compared to the Boston market area average of 26.4%.

---

[2] The Starr Group Inc., Study on U.S. Renovation Market, Prepared for CMHC, October, 1999

Suffolk and Middlesex Counties had the highest percentage of young adults aged 20-34 years at 31.7% and 22.5%, respectively. This compares to the Boston market area average of 21.6% and reflects the high number of university students in these counties. The lowest percentages were found in Plymouth and Essex Counties, which both showed under 19% of the population in this age group.

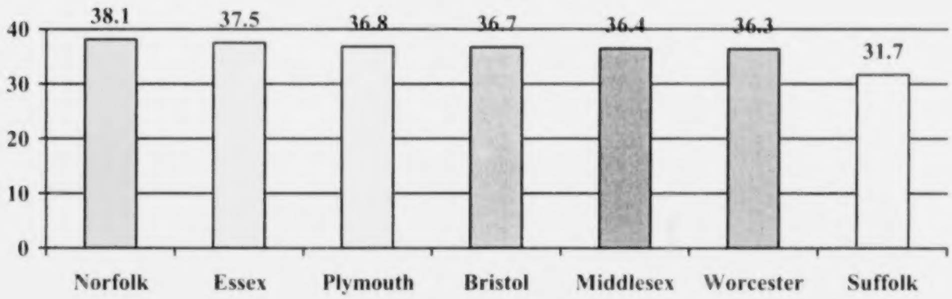
Adults aged 35-64 years made up the largest age group in the Boston market area, accounting for 39.1% of the total population. The counties with the highest population in this age group were Plymouth (41.4%) and Norfolk (41.0%). The lowest incidence of adults in this age group were found in Suffolk County (33.0%).

Adults over age 65 made up 13.0% of the total population. The counties with the highest number of seniors are Norfolk (14.4%), Bristol (14.1%) and Essex (13.9%) Counties. The lowest percentage of seniors were found in Suffolk (11.0%) and Plymouth (11.8%) Counties.

The median age range for the Boston market area by county is shown below. The highest median age ranges are seen in Norfolk and Essex Counties, with Suffolk showing the lowest median age range. This data is influenced by the number of young adults and seniors in the population. Norfolk and Essex had a high representation of seniors in their general population, while Suffolk had the lowest percentage of seniors and the highest percentage of young adults in the 20-34 age range.

Figure 16

Median Age Range, Boston Market Area, 2000

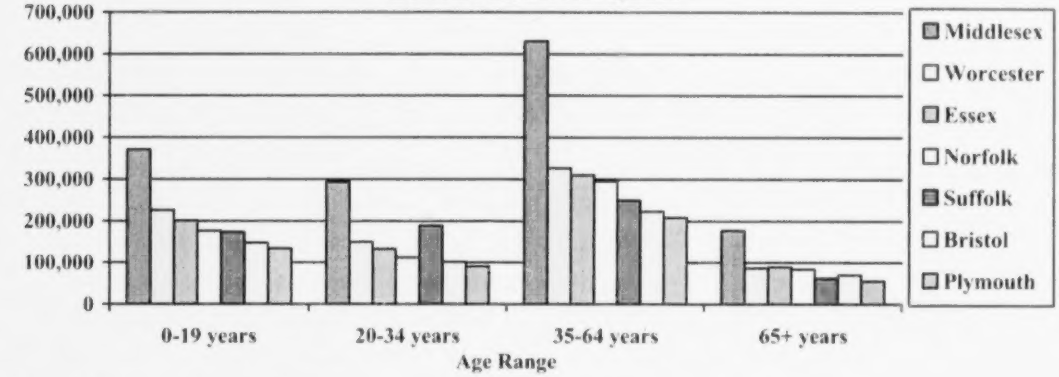


Source: U.S. Census Bureau, http://factfinder.census.gov

The 2005 forecasted population by main age groups for the Boston market area is shown below.

Figure 17

Forecasted Population by Age Range, Boston Market Area, 2005

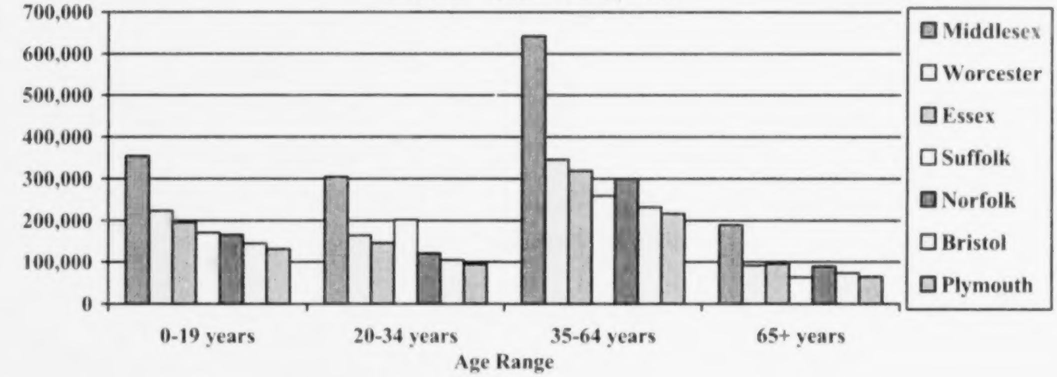


Source: MISER population projections
Source: http://www.umass/edu/miser/population/miserproj.htm

The 2010 forecasted population by main age groups for the Boston market area is shown below.

Figure 18

Forecasted Population by Age Range, Boston Market Area, 2010

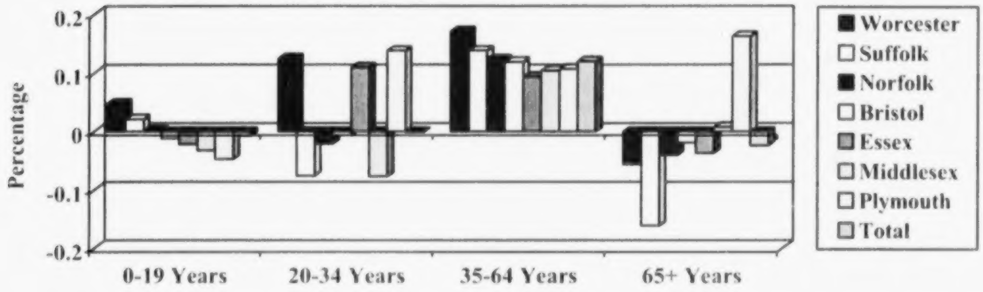


Source: MISER population projections
Source: http://www.umass/edu/miser/population/miserproj.htm

The following chart shows the percentage of growth/decline for each age group between 2000 and 2010 by county.

Figure 19

Forecasted % Change in Population by Age Group Between 2000 and 2010, Boston Market Area



Source: MISER population projections
Source: http://www.umass/edu/miser/population/miserproj.htm

While some counties such as Worcester, Suffolk Counties and Norfolk Counties will experience growth in the number of children aged 0-19 years, the other counties are forecasted to see a reduction in the percentage of the population in this age group. Overall, this age group will a decline of 0.8% in the Boston market area.

Young adults in the age range of 20-34 years, who are typically first-time homebuyers, will see significant increases in Plymouth (13.8%) Worcester (12.5%) and Essex (11.0%) Counties, but the population in this age group will decline modestly by 0.1% in the Boston market area.

A 12.0% increase in the overall number of adults aged 35-64 is forecasted for the Boston market area between 2000 and 2010, fuelled by increases of 17.1% and 13.8% in Worcester and Suffolk Counties, respectively. All counties will see population growth in this age group of over 10% between 2000 and 2010 with the exception of Essex County.

The populaton of seniors aged 65+ throughout the market area is expected to decline by 2.4% during this time period. While Plymouth County is forecasted to see an increase of 16.3%, and Middlesex County by 0.8%, all other counties will see decreases in the population of adults over age 65. The most significant decrease is forecasted for Suffolk County at 16.1%.

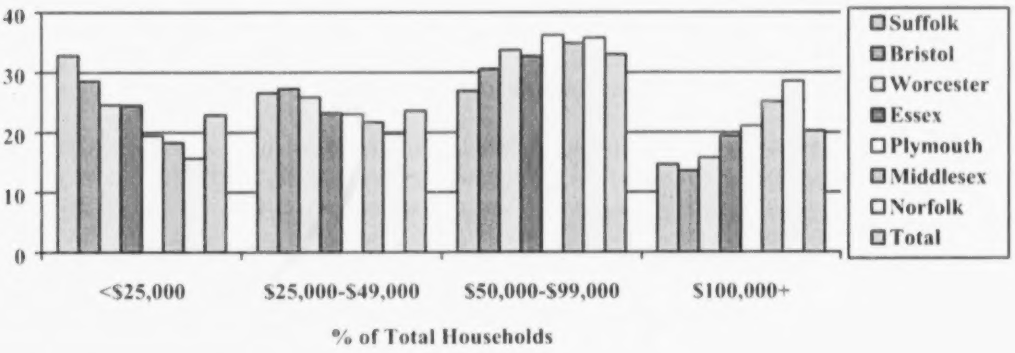
1.5 INCOME

The study entitled "Study on U.S. Renovation Market"[3] provided information from the National Association of the Remodelling Industry's report that found affluent Americans with salaries of over $100,000 spend more than $31 billion every year on renovating their homes. Even though they represent only 11% of all households, this is nearly a quarter of all expenditures. As a result, it is important to look at the income levels of the households in the Boston market area to determine the percentage of households in this income range.

Based on 2001 estimates, the main income groups for the Boston market area are shown below.

Figure 20

**Income Groups by Households, Estimated for 2001,
Boston Market Area**



Source: EASI Demographics, Inc., 2001

The data show that approximately 20% of the households in the Boston market area have incomes of $100,000 or higher. As a result, it should be expected that these households would spend a significant amount of their income on home renovations. The counties with the highest percentage of households with incomes of $100,000 or higher include Norfolk (28.6%), Middlesex (25.2%), and Plymouth (21.1%).

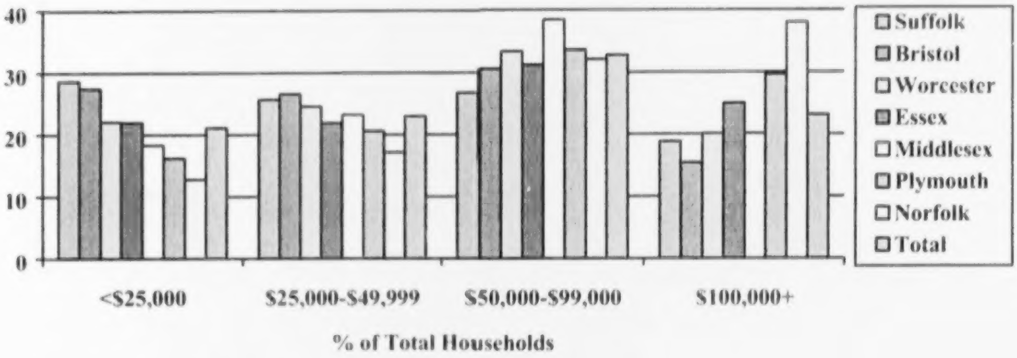
Based on 2006 forecasts, the main income groups for the Boston market area are shown below.

---

[3] The Starr Group Inc., Study on U.S. Renovation Market, Prepared for CMHC, October, 1999

Figure 21

Income Groups by Households, Estimated for 2006, Boston Market Area



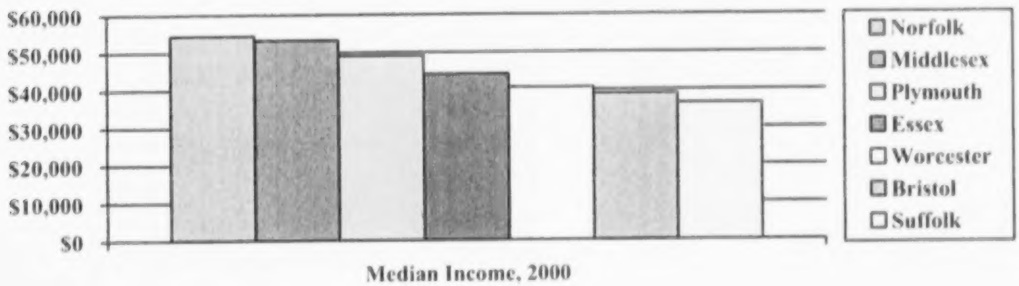
Source: EASI Demographics, Inc., 2001

The above data show that the number of households in the lowest income level will decrease from 22.9% of the population to 21.1%. The number of households in the lowest income level is expected to decrease in all counties except Middlesex, where the percentage is not expected to change. The percentage of households with incomes of $100,000 or higher is also forecasted to increase. Norfolk and Plymouth Counties are forecasted to have the most significant increases in this income level, at 9.4% and 8.5% respectively, while Middlesex County is expected to see a 5.1% decrease in the percentage of households with incomes of $100,000 or higher.

The median income for the Commonwealth of Massuchesetts in 2000 was $43,015. Median incomes for each county in the Boston market area are provided below. Median household incomes in Norfolk and Middlesex Counties were the highest at $54,528 and $53,268, respectively.

Figure 22

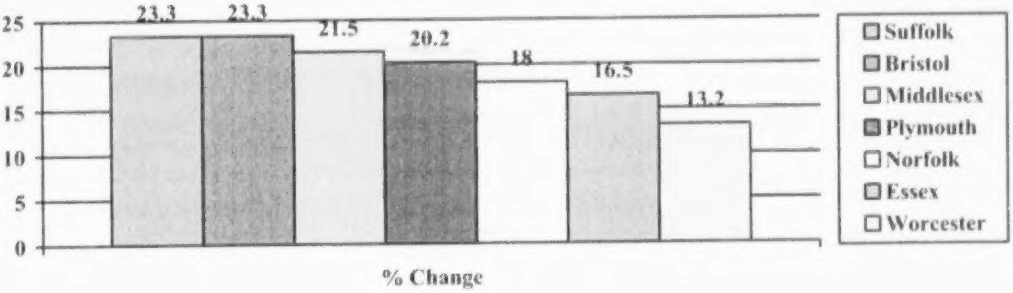
Median Household Income, Boston Market Area, 2000



Source: U.S. Census Bureau, 2000

Figure 23

Increase in Median Household Income, Boston Market Area, 1990-2000



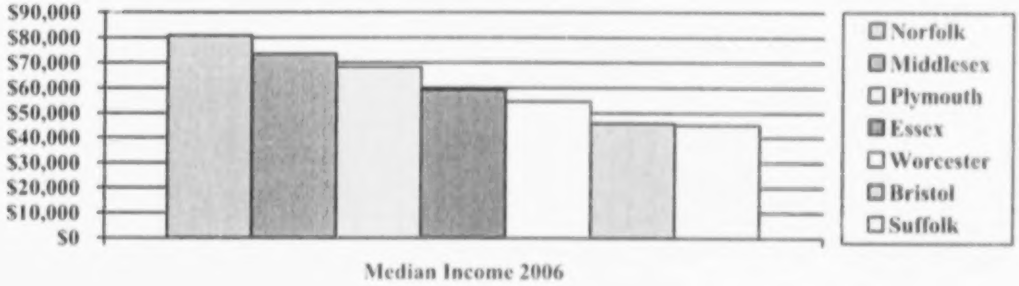
Source: U.S. Census Bureau, 1990 and 2000
Source: http://www.umass.edu/miser

Households in Suffolk and Bristol saw the highest growth in median household income between 1990 and 2000, while households in Worcester experienced the least growth.

Median incomes are expected to grow by an average of 38.8% over the period 2001 to 2006. The forecasted median income for each county for 2006 is shown below.

Figure 24

Forecasted Median Household Income, Boston Market Area, 2006

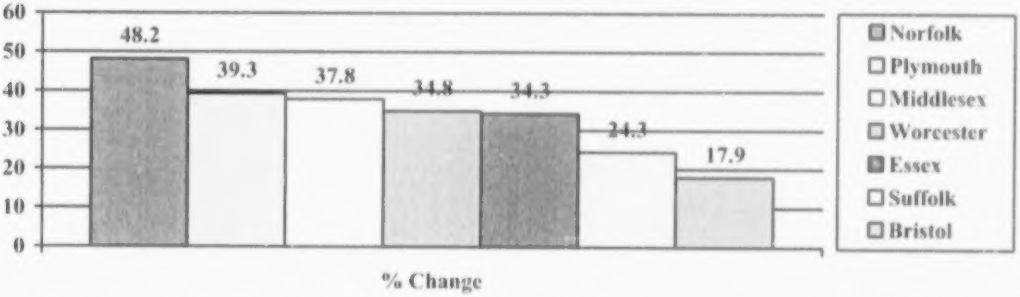


Source: EASI Demographics, Inc., 2001

As was the case in 2000, median household incomes are expected to be the highest in Norfolk and Middlesex Counties. Norfolk, Plymouth and Middlesex Counties are forecasted to experience the greatest percentage increase in median household income in the Boston market area between 2000 and 2006 as shown below.

Figure 25

Forecasted % Growth in Median Income, Boston Market Area, 2000-2006



Source: EASI Demographics, Inc. 2001

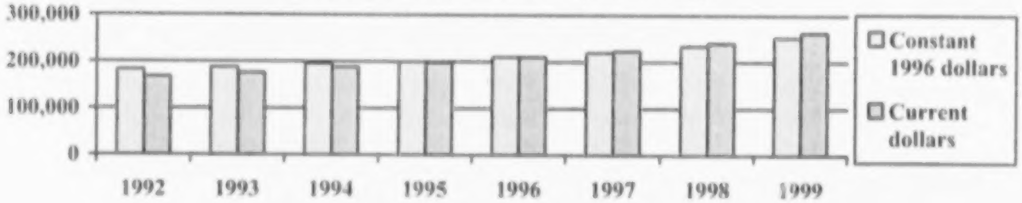
2.0 ECONOMY

2.1 *Gross State Product and Economic Health of the Boston Area*

The Commonwealth of Massachusett's share of the nation's Gross Domestic Product for 1999 was 2.8%, up from 2.6% in 1992. For the period from 1992 to 1999, Massachusetts was ranked 12th in percent change in total Gross State Product[4]. Between 1992 and 1999, the largest decrease in Gross State Product for Massachusetts was in the mining sector (down 1.1% annually) while the wholesale trade sector saw the largest increase (up 8.2% annually), followed by construction (up 7.5% annually) and retail trade (up 5.7% annually). The change in the Gross State Product between 1992 and 1999 is shown below.

Figure 26

Change in Gross State Product for Massachusetts Between 1992 and 1999 ($ millions)



Source: U.S. Dept. of Commerce, Bureau of Economic Analysis
Source: http://www.bea.doc.gov/bea/regional/gsp/action.cfm

Economic forecasts for the Commonwealth of Massachusetts provide relevant information for the Boston market area. The October 2001 Report of the New England Economic Project predicted that the economy of the Commonwealth of Massachusetts would remain strong in the period ending in 2004, although growth would be slower than in the preceeding five year period.

Although it is predicted that the state's employment growth will be below the U.S. average as a result of labour shortages, particularly skilled labour, the state's annual growth in Gross State Product is expected to be slightly higher than the U.S. average. It is expected that in the next few years the Commonwealth will maintain its ranking as one of the top states in terms of per capita income.

As in other parts of the country, Massachusetts has experienced a decline in manufacturing sector employment, particularly in the production of non-durable goods. However, this decline has been somewhat mitigated by the growth of high-value-added, high-technology industries.

---

[4] United States Department of Commerce News, Bureau of Economic Analysis, Wire Transmission Monday June 4, 2001, BEA 01-16

As a result income and productivity in the manufacturing sector in Massachusetts is expected to remain higher than the U.S. average[5].

Table 1
Massachusetts Forecast Summary 2000-2005

Economic Indicator	Annual Growth Rate
Personal Income	4.2%
Personal Income per Capita	1.4%
Real Income	1.8%
Gross State Product	2.4%
Consumer Price Index	3.3%
Employment	0.8%
Manufacturing Employment	-0.6%
Labour Force	1.2%
Unemployment Rate	1.9%
Population	0.4%
Net Migration	-12.0%

Source: New England Economic Project, October 2001

There is some uncertainty as to how the events of September 11th, 2001 will impact the economy of the Boston market area. The Meyers Group, in their statement dated September 20th [6], provided information on their assessment of the events of September 11th to the overall economy of the US. In this report, they compared the economy at the start of the Gulf War in 1990 to the economic conditions prior to September 11th. Their forecast states "a recession will occur because we were dangerously close to a recession prior to the disaster, and now there will be significant layoffs in the travel and tourism industries, as well as curtailed consumer spending as we head into the holiday season". They continued with their analysis of employment rates, stating "the housing market is not likely to be significantly affected by low employment…(until) unemployment approaches 6.5%…sometime next year. They do not forecast a 'significant crash' in the housing market", which is good news to Canadian exporters of home construction materials.

The Meyers Group's report did, however, identify a number of markets where they expected "significant short-term job losses to hurt housing demand … and to possibly even result in distress sales in the resale market if conditions do not improve within one year. Markets such as Chicago, Boston, New York, Las Vegas and San Francisco are markets that are highly sensitive at this time." As a result, Canadian home construction product exporters should keep a close watch on economic conditions and plan their entry or expansion into the market accordingly.

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[5] New England Economic Project, New England Economic Outlook, 2000 www.neepecom.org

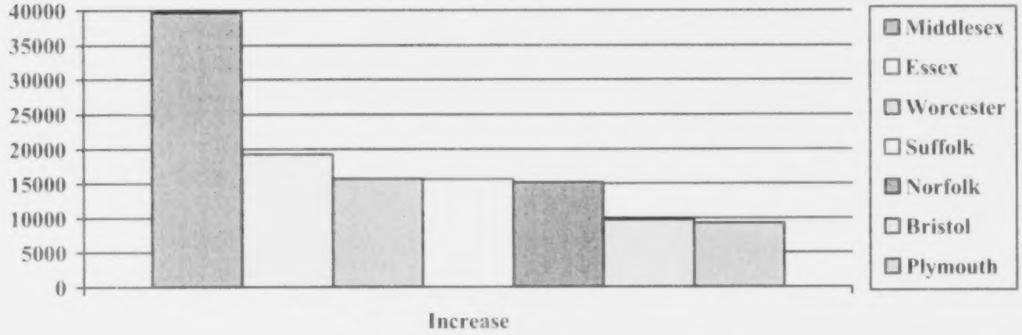
[6] Meyers Group Key Economic Indicator – Special Edition, September 20, 2001 www.meyersgroup.com

2.2 EMPLOYMENT

The Boston market area has seen an increase in the labour force in every county between July 2000 and July 2001, with the highest increases in Middlesex and Essex Counties.

Figure 27

Change in Labour Force between July 2000 and July 2001, Boston Market Area

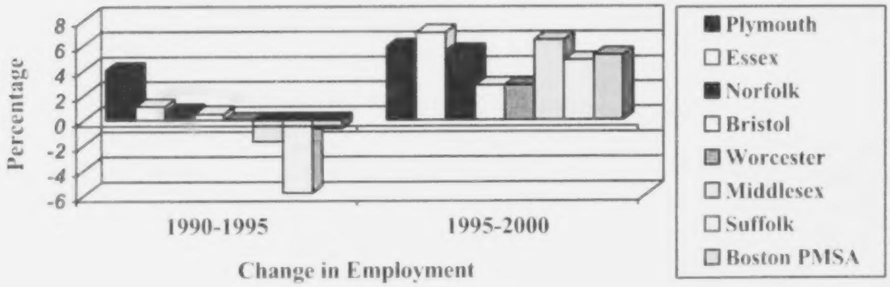


Source: Massachusetts Division of Employment and Training, http://www.detma.org

This information must be interpreted alongside employment growth and unemployment rates. The employment growth and unemployment rates for the Boston market area are shown below. They illustrate that with the exception of Plymouth, counties in the Boston market area experienced little or no employment growth between 1990 and 1995. In contrast, between 1995 and 2000 all counties in the Boston market area experienced employment growth with Essex and Middlesex experiencing the most significant growth.

Figure 28

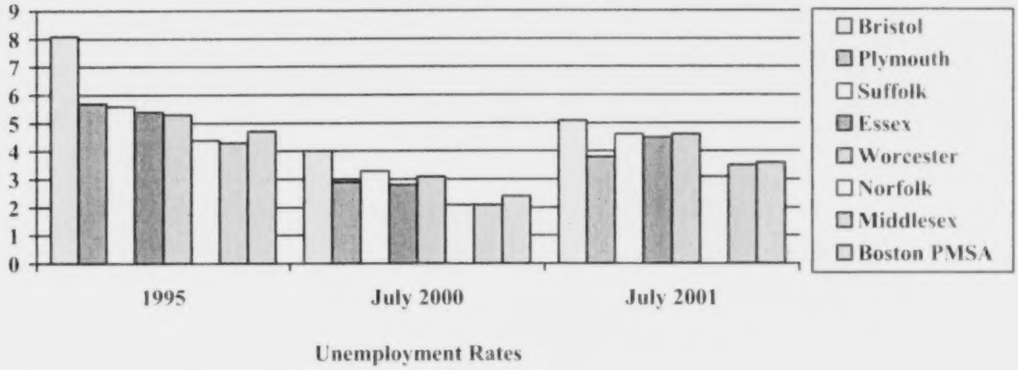
Employment Growth/Decline, 1990-1995 and 1995-2000 Boston Market Area



Source: Massachusetts Division of Employment and Training
Source: http://www.detma.org

Figure 29

Unemployment Rates 1995, July 2000, July 2001, Boston Market Area

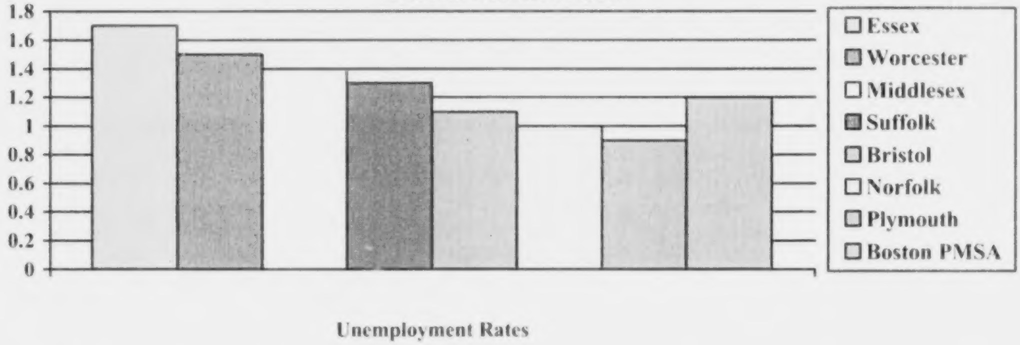


Source: Massachusetts Division of Employment and Training
Source: http://www.detma.org

Unemployment rates have become more equal between the various counties in the Boston market area in 2001 compared to 1995. Bristol County continues to have the highest unemployment rate, although in July 2001 it was significantly lower than in 1995. The overall unemployment rate in the Boston area dropped from 4.7% in 1995 to 2.4% in July 2000 and rose to 3.6% in July 2001.

Figure 30

Increase in Unemployment Rates July 2000 to July 2001, Boston Market Area



Source: Massachusetts Division of Employment and Training
Source: http://www.detma.org

As shown above, all counties in the Boston market area saw an increase in the unemployment rate between July 2000 and July 2001. The largest rise in unemployment was seen in Essex County.

Forecasted employment figures were not available for each county. However, according to the Massachusetts Division of Employment and Labour, statewide employment is expected to increase by 10.1% between 1998 and 2008.

2.3 *MAIN SECTOR OF EMPLOYMENT AND EMPLOYERS*

To put the information reported for the Boston market area into perspective, we have provided the following overview of the Construction Sector for the Commonwealth of Massuchesetts as of 1997.

Table 2
Overview of the Construction Sector, Commonwealth of Massachusetts, 1997

Construction Sector Area	Number of Businesses	Number of Employees	Annual Payroll ($1,000)	Shipments/ Sales/Receipts ($1,000)
Building, developing and general contracting	4,115	24,562	900,034	8,745,184
Residential building construction	3,003	11,971	347,557	2,736,630
Single-family housing construction	2,840	10,513	300,245	2,466,962
Multifamily housing construction	163	1,458	47,313	269,668

Source: U S Census Bureau, www.census.gov/prod/ec97/97C23-ma.pdf

The following table provides information concerning forecasted job growth by sector in the Commonwealth of Massachusetts.

Table 3
Forecasted Employment Growth, Commonwealth of Massachusetts, 1998-2008

Sector	1998 Existing Jobs	2008 Projected Jobs	New Jobs Created or Jobs Lost	Growth Rate
Services	1,117,400	1,384,600	267,200	23.9
Wholesale and retail trade	720,900	766,200	45,300	6.3
Manufacturing	448,400	398,800	-49,600	-11.1
Government	411,600	439,500	27,900	6.8
Finance, insurance and real estate	218,300	236,700	18,400	8.4
Transportation, communication and utilities	136,700	143,600	6,900	5.1
Construction	108,300	111,600	3,300	3.1
Agricultural services	16,300	19,100	2,800	17.3
Mining	1,300	1,100	-200	-18.7
Total	**3,179,200**	**3,501,200**	**322,000**	**10.1**

Source: Massachusetts Division of Employment and Labour
Source: http://www.detma.org/lmi/analysis/emp_ind.xls

This chart shows that the largest sector in terms of employment and employment growth is services which includes schools, hospitals and medical services, restaurants, hotels and business services. Construction ranks 7 out of the 9 sectors, with employment expected to grow by 3.1% or 3,300 jobs. Manufacturing of durable and non-durable goods is expected to see significant job losses, as is the mining sector.

Within the sectors outlined in the above table, specific sectors can be identified as having the greatest potential for employment growth. The top five sectors are: business services such as computer software/IT services; health services; securities/commodities; research/ testing services and management/public relations. The specific sectors that are expected to see the greatest loss of jobs are all in the manufacturing sector. They include: manufacturing of leather and leather products; manufacturing of apparel and other textile products; manufacturing of ophthalmic goods/watches, clocks; manufacturing photographic equipment and supplies as well as electrical and electrical components.

The following table provides employment forecasts for the City of Boston.

Table 4
Forecast Employment Growth, City of Boston, 1998-2008

Sector	1998 Existing Jobs	2008 Projected Jobs	New Jobs Created or Jobs Lost	Growth Rate
Services	246,590	295,490	48,900	19.8
Government	88,270	90,390	2,130	2.4
Finance, Insurance, Real Estate	87,000	101,600	14,600	16.8
Wholesale and Retail Trade	74,070	81,230	7,160	9.7
Transportation, Communication, Utilities	32,770	33,840	1,070	3.3
Manufacturing	28,360	24,950	-3,410	-12.0
Construction/Mining	11,640	10,550	-1,090	-9.4
Total	**568,700**	**638,050**	**69,350**	**12.2**

Source: unpublished data Massachusetts Division of Employment and Training

As is the case in the Commonwealth of Massachusetts, the largest sector in terms of employment and employment growth is services. Overall, employment is forecasted to increase by 12.2% between 1998 and 2008, resulting in over 69,000 new jobs.

It is expected that the largest growth in employment in the City of Boston will take place in the following industries: professional and business services; health care; financial services; education and hotels. As of 1998, these industries comprised 53% of the city's job base. It is projected that these five industries will contribute 74% of the employment expansion between 1996 and 2006[7].

Another source provides information on the main sectors of employment in the Boston market area by county as shown below:

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[7] Boston Redevelopment Authority: Boston's Growth Economy Looks to the Future, November 1998. www.cityof boston.gov/bra

Table 5
Largest Industries in the BostonMarket Area, 1999

County	Largest industries in 1999 based on earnings
Bristol	Services, Durable Goods Manufacturing, State and Local Government
Essex	Services, Durable Goods Manufacturing, State and Local Government
Middlesex	Services, Durable Goods Manufacturing, Wholesale Trade
Norfolk	Services, Finance, Insurance, Real Estate
Plymouth	Services, Retail Trade, State and Local Government
Suffolk	Services, Finance, Insurance, Real Estate, State and Local Government
Worcester	Services, Durable Goods Manufacturing, State and Local Government

Source: Bureau of Economic Analysis, Regional Economic Information System
Source: http://www.bea.doc.gov/regional/bearfacts/

Because manufacturing makes up a large component of the economy for Bristol, Essex, Middlesex and Worcester Counties, it is expected that these counties will undergo the highest rates of decline due to the current economic state. In addition, the events of September 11th, 2001 will have a direct impact on some of these employers; particularly those in the insurance business.

The employers in the Boston market area with 2,000 or more employees are shown below, along with their major product or service.

Table 6
Largest Employers in the Boston Market Area, 2000

Employer	County	Service/Product	Number of Employees
Fidelity Investments	Suffolk	Financial services	14,080
DeMoulas Supermarkets Inc.	Middlesex	Retail grocery	12,400
International Data Group	Suffolk	Technology, research analysts	12,000
Bradlees Inc.	Norfolk	Retail	12,000
PerkinElmer Inc.	Norfolk	High Technology	12,000
Massachusetts General Hospital	Suffolk	Health care	11,568
Keane Inc.	Suffolk	High technology	9,233
John Hancock Financial Services	Suffolk	Finance	9,200
Teradyne Inc.	Suffolk	High technology	8,311
Talbots Inc.	Plymouth	Retail	8,300
The Holmes Group Inc.	Worcester	Manufacturing	7,500
Analog Devices Inc.	Norfolk	High Technology	7,400
Beth Israel Deaconess Medical Center	Suffolk	Health care	6,920
Boston University	Suffolk	Higher education	6,912

Employer	County	Service/Product	Number of Employees
Reebok International	Norfolk	Manufacturing	6,600
Allmerica Financial Corp.	Worcester	Financial services	6,300
Modern Continental Cos. Inc.	Middlesex	Construction	6,100
Simplex Time Recording Co.	Worcester	Safety systems	6,000
National Amusements Inc.	Norfolk	Media	6,000
Bose Corp.	Middlesex	Manufacturing	6,000
Brigham and Women's Hospital	Suffolk	Health care	5,957
Nypro Inc.	Worcester	Manufacturing	5,000
Renaissance Worldwide Inc.	Middlesex	Consulting services	4,900
The Foxboro Co.	Norfolk	Industrial automation	4,750
Modus Media Inc.	Norfolk	Technology	4,750
Millipore Corp.	Middlesex	High Technology	4,600
Cambridge Technology Partners Inc.	Middlesex	High Technology	4,200
Genzyme Corp	Middlesex	Biomedics	3,800
Joan Fabrics Corp.	Middlesex	Manufacturing	3,800
Umass Memorial Hospital	Worcester	Health care	3,510
Gillette Company	Suffolk	Manufacturing	3,413
Eastern Enterprises	Middlesex	Utility	3,300
Houghton Mifflin Co.	Suffolk	Manufacturing	3,300
Nstar (formerly Boston Edison)	Suffolk	Utilities	3,256
Boston Consulting Group Inc.	Suffolk	Management consulting	3,200
Boston Medical Center	Suffolk	Health care	3,200
Acushnet	Bristol	Manufacturing	3,198
Watts Industries Inc.	Essex	Manufacturing	3,042
United Asset Management Corp.	Suffolk	Financial services	3,000
Commerce Group Inc.	Worcester	Insurance	2,920
ACT Manufacturing Inc.	Middlesex	Manufacturing	2,816
Perini Construction	Middlesex	Construction	2,750
Boston College	Suffolk	Higher education	2,597
Massachusetts Financial Services	Suffolk	Financial services	2,454
Allegro Microsystems	Worcester	Technology	2,400
Bain & Co.	Suffolk	Consulting services	2,400
Children's Hospital	Suffolk	Health care	2,249
Cambridge Health Alliance Network Services Corp.	Middlesex	Health care	2,200
TAC Worldwide Cos.	Middlesex	Contract & temporary labour	2,000
Maiden Mills Industries Inc.	Essex	Dairy products	2,000

Source: Boston Business Journal Book of Lists 2001
Source: Dun & Bradstreet Million Dollar Directory

Of this list, Suffolk and Middlesex Counties have the highest number of employers with over 2,000 employees. It is particularly interesting to note that while Suffolk County (City of Boston) has the third smallest labour force in the Boston market area, it has the largest number of employers with over 2,000 employees.

We are also providing the list of top employers in each county in the tables below.

Major employers and type of product or service provided in Bristol County are listed below.

Table 7
Major Employers, Bristol County, 2000

Employer	Service/Product	Number of Employees
Acushnet	Manufacturing	3,198
Sturdy Memorial Hospital Inc.	Health care	1,100
St. Anne's Health Care Center	Health care	906
Whaling MFG Co. Ltd.	Manufacturing	490
Community Health System	Health care	300
Primacare PC	Management services	240
Blackington VH Co. Ltd.	Manufacturing	200
Taunton Municipal Lighting Plant	Utility	168

Source: Boston Business Journal Book of Lists 2001
Source: Dun & Bradstreet Million Dollar Directory

Major employers and type of product or service provided in Essex County are listed below.

Table 8
Major Employers, Essex County, 2000

Employer	Service/Product	Number of Employees
Watts Industries Inc.	Manufacturing	3,042
Maiden Mills Industries Inc.	Dairy products	2,000
Bostik Inc.	Manufacturing	1,600
PictureTel Corp.	High Technology	1,466
Agri-Mark Inc.	Dairy products	573
Merrimac Paper Inc.	Manufacturing	240

Source: Boston Business Journal Book of Lists 2001
Source: Dun & Bradstreet Million Dollar Directory

Major employers and type of product or service provided in Middlesex County are listed below.

Table 9
Major Employers in Middlesex County

Employer	Service/Product	Number of Employees
DeMoulas Supermarkets Inc.	Supermarket chain	12,400
Modern Continental Cos. Inc.	Construction	6,100
Bose Corp.	Manufacturing	6,000
Renaissance Worldwide Inc.	Consulting services	4,900
Millipore Corp.	High Technology	4,600
Cambridge Technology Partners Inc.	High Technology	4,200
Genzyme Corp	Biomedics	3,800
Joan Fabrics Corp.	Manufacturing	3,800
Eastern Enterprises	Utility	3,300
ACT Manufacturing Inc.	Manufacturing	2,816
Perini Construction	Construction	2,750
Cambridge Health Alliance Network Services Corp.	Health care	2,200
TAC Worldwide Cos.	Contract & temporary labour	2,000
Stride Rite Corp.	Manufacturing	1,500

Source: Boston Business Journal Book of Lists 2001
Source: Dun & Bradstreet Million Dollar Directory

Major Employers and type of product or service provided in Norfolk County are listed below.

Table 10
Major Employers in Norfolk County, 2000

Employer	Service/Product	Number of Employees
Bradlees Inc.	Retail	12,000
PerkinElmer Inc.	High Technology	12,000
Analog Devices Inc.	High Technology	7,400
Reebok International	Manufacturing	6,600
National Amusements Inc.	Media	6,000
The Foxboro Co.	Industrial automation	4,750
Modus Media Inc.	Technology	4,750
Thermo Optek Corp.	High technology	1,150
Aztech Technology Partners Inc.	High technology	1,029
Elcom International Inc.	High technology	996

Source: Boston Business Journal Book of Lists 2001
Source: Dun & Bradstrest Million Dollar Directory

Major employers and type of product or service in Plymouth County are listed below.

Table 11
Major Employers in Plymouth County, 2000

Employer	Service/Product	Number of Employees
Talbots Inc.	Retail	8,300
Brockton Health Corp.	Health care	1,350
Good Samaritan Medical Center	Health care	960
Wear-Guard Corp.	Retail	875
Tedeschi Food Shops	Retail	600
Merchandise Testing Laboratories Inc.	Testing lab	350
Chase Corp.	Medical laboratory	331
Cirelli Foods Ltd.	Wholesale food products	147
Old Colony Elderly Services	Health care	100

Source: Boston Business Journal Book of Lists 2001
Source: Dun & Bradstrest Million Dollar Directory

Major Employers and type of service or product provided in Suffolk County are listed below.

Table 12
Major Employers, Suffolk County, 2000

Employer	Service/Product	Number of Employees
Fidelity Investments	Financial services	14,080
International Data Group	Technology, research analysts	12,000
Massachusetts General Hospital	Health care	11,568
Keane Inc.	High technology	9,233
John Hancock Financial Services	Finance	9,200
Teradyne Inc.	High technology	8,311
Beth Israel Deaconess Medical Center	Health care	6,920
Boston University	Higher education	6,912
Brigham and Women's Hospital	Health care	5,957
Gillette Company	Manufacturing	3,413
Houghton Mifflin Co.	Manufacturing	3,300
Nstar (formerly Boston Edison)	Utilities	3,256
Boston Consulting Group Inc.	Management consulting	3,200
Boston Medical Center	Health care	3,200
United Asset Management Corp.	Financial services	3,000
Boston College	Higher education	2,597
Massachusetts Financial Services	Financial services	2,454
Bain & Co.	Consulting services	2,400
Children's Hospital	Health care	2,249

Source: Boston Business Journal Book of Lists 2001
Source: Dun & Bradstrest Million Dollar Directory

Major employers and product or service provided in Worcester County are listed below.

Table 13
Major Employers, Worcester County, 2000

Employer	Service/Product	Number of Employees
The Holmes Group Inc.	Manufacturing	7,500
Allmerica Financial Corp.	Financial services	6,300
Simplex Time Recording Co.	Safety systems	6,000
Nypro Inc.	Manufacturing	5,000
Umass Memorial Hospital	Health care	3,510
Commerce Group Inc.	Insurance	2,920
Allegro Microsystems	Technology	2,400
Flexon Co. Inc.	Manufacturing	1,000

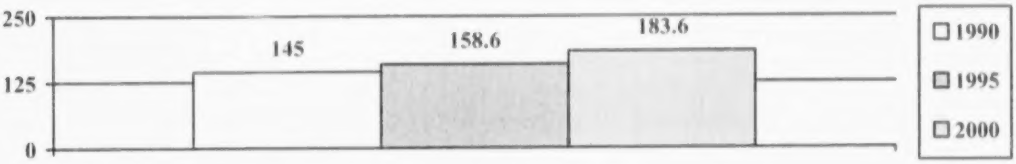
Source: Boston Business Journal Book of Lists 2001
Source: Dun & Bradstrest Million Dollar Directory

2.4 *COST OF LIVING*

The change in the cost of living between 1991 and 2000 for the Boston market area is shown below.

Figure 31

Consumer Price Index, Boston Market Area,
1990, 1995 and 2000



Source: Bureau of Labour Statistics, U.S. Department of Labour
Source: http://www.bls.gov/cpi/home.htm

As shown above, the Consumer Price Index rose by 13.6% between 1990 to 1995, and by 25% between 1995 and 2000.

2.5 *STRENGTHS AND WEAKNESSES OF THE LOCAL ECONOMY*

The following table provides an overview of the strengths and weaknesses of the local economy in the Boston market area. In general the slowest growth sectors are durable and non-durable manufacturing.

Table 14
Fastest and Slowest Growing Sectors, Boston Market Area, 1989-1999

County	Fastest Growing Sectors 1989-1999	Slowest Growing Sectors 1989-1999
Bristol	Services	Nondurable Goods Manufacturing
Essex	Finance, Insurance, Real Estate	Durable Goods Manufacturing
Middlesex	Finance, Insurance, Real Estate	Durable Goods Manufacturing
Norfolk	Finance, Insurance, Real Estate	Durable Goods Manufacturing
Plymouth	Finance, Insurance, Real Estate	Durable Goods Manufacturing
Suffolk	Finance, Insurance, Real Estate	State and Local Government
Worcester	Services	Durable Goods Manufacturing

Source: Bureau of Economic Analysis, Regional Economic Information System
Source: http://www.bea.doc.gov/regional/bearfacts/

When the above list is compared to the list of top employers for each county, a number are ranked in the "slowest growing sectors". These include Acushet (3,198 employees) in Bristol County; Watts Industries (3,042 employees) and Bostik Inc. (1,600 employees) in Essex County; Bose (6,000 employees), Joan Fabrics (3,800 employees), ACT Manufacturing (2,816 employees) and Stride Rite (1,500 employees) in Middlesex; Reebok (6,600 employees) in Norfolk; Gillette (3,413 employees) in Suffolk and The Holmes Group (7,500 employees), Nypro Industries (5,000 employees) and Flexon Co. (1,000 employees) in Worcester. In addition, Finance, Insurance and Real Estate was noted as one of the faster growing sectors for five counties and the losses experienced September 11th, 2001 will impact these firms as well.

3.0 HOUSING TRENDS

3.1 *SIZE AND GROWTH OF HOUSING STOCK*

The current housing stock in the Boston market area is comprised of the following housing unit types:

Table 15
Current Housing Stock, Boston Market Area, June 2000

County	Single Units	Two units	3-50 Units	50+ Units	Other	Total
Bristol	109,186	30,089	57,649	3,881	5,358	206,163
Essex	147,893	46,538	68,688	8,072	5,135	276,326
Middlesex	283,418	111,325	135,975	23,191	8,804	562,713
Norfolk	153,863	30,327	50,028	11,925	3,407	249,550
Plymouth	120,851	15,305	25,030	2,355	5,811	169,352
Suffolk	39,528	59,339	148,834	27,943	3,950	279,594
Worcester	162,493	40,024	69,972	6,949	5,634	285,072
Total	**1,017,232**	**332,947**	**556,176**	**84,316**	**38,099**	**2,028,970**

Source: EASI Demographics Inc., 2001

The number of privately-owned residential building permits, the number of units and construction costs for 2000 are shown below.

Table 16
Building Permits Issued, Boston Market Area, 2000

County	Unit Type	Number of Buildings	Number of Units	Construction Costs
Bristol	Single Family	1,362	1,362	203,543,363
	2 Family	46	92	4,209,506
	5+ Family	6	32	1,070,000
	Total	**1,414**	**1,486**	**208,822,869**
Essex	Single Family	1,276	1,276	220,970,485
	2 Family	28	56	4,404,200
	3&4 Family	15	49	4,135,101
	5+ Family	12	556	58,932,956
	Total	**1,331**	**1,937**	**288,442,742**
Middlesex	Single Family	2,330	2,330	446,815,984
	2 Family	51	102	8,254,715
	3&4 Family	38	137	16,314,390
	5+ Family	30	1,048	90,345,325
	Total	**2,449**	**3,617**	**561,730,325**
Norfolk	Single Family	1,049	1,049	230,848,953
	2 Family	18	36	2,651,550
	3&4 Family	8	24	2,538,888
	5+ Family	18	433	42,282,504
	Total	**1,093**	**1,542**	**278,321,895**
Plymouth	Single Family	1,611	1,611	228,670,975
	2 Family	18	36	4,384,880
	3&4 Family	7	22	1,322,000
	5+ Family	9	146	9,496,500
	Total	**1,645**	**1,815**	**243,874,355**
Suffolk	Single Family	110	110	11,810,844
	2 Family	70	140	10,577,795
	3&4 Family	17	58	5,183,000
	5+ Family	23	344	51,576,000
	Total	**220**	**652**	**79,147,639**
Worcester	Single Family	2,137	2,137	292,174,796
	2 Family	23	46	5,676,275
	3&4 Family	9	27	3,120,276
	5+ Family	9	75	4,024,830
	Total	**2178**	**2285**	**304,996,177**

County	Unit Type	Number of Buildings	Number of Units	Construction Costs
Total	Single Family	9875	9875	1,634,835,400
	2 Family	254	508	40,158,921
	3&4 Family	94	317	32,613,655
	5+ Family	106	2634	257,728,115
	Total	**10,329**	**13,334**	**1,965,336,091**

Source: U.S. Census Bureau, Census 2000, Building Permits
Source: http://tier2.census.gov/cgi-win/bldgprmt/prmtplac.exe

Single-family homes are prevalent throughout the Boston market area. The majority of semi-detached (2 Family) dwellings were built in Suffolk and Middlesex Counties. Buildings of 3 or more family units were primarily built in Middlesex, Essex and Suffolk Counties.

Table 17
Building Permits Issued by Dwelling Types by County, Boston Market Area, 2000

County	Unit Type	% of County Total Built	% of Market Area Total Built by Unit Type
Bristol	Single Family	91.7%	13.8%
	2 Family	6.2%	18.1%
	3&4 Family	0.0%	0.0%
	5+ Family	2.2%	1.2%
	Total	**100.0%**	**11.1%**
Essex	Single Family	65.9%	12.9%
	2 Family	2.9%	11.0%
	3&4 Family	2.5%	15.5%
	5+ Family	28.7%	21.1%
	Total	**100.0%**	**14.5%**
Middlesex	Single Family	64.4%	23.6%
	2 Family	2.8%	20.1%
	3&4 Family	3.8%	43.2%
	5+ Family	29.0%	39.8%
	Total	**100.0%**	**27.1%**
Norfolk	Single Family	68.0%	10.6%
	2 Family	2.3%	7.1%
	3&4 Family	1.6%	7.6%
	5+ Family	28.1%	16.4%
	Total	**100.0%**	**11.6%**
Plymouth	Single Family	88.8%	16.3%
	2 Family	2.0%	7.1%
	3&4 Family	1.2%	6.9%
	5+ Family	8.0%	5.5%
	Total	**100.0%**	**13.6%**

County	Unit Type	% of County Total Built	% of Market Area Total Built by Unit Type
Suffolk	Single Family	16.9%	1.1%
	2 Family	21.5%	27.6%
	3&4 Family	8.9%	18.3%
	5+ Family	52.8%	13.1%
	Total	**100.0%**	**4.9%**
Worcester	Single Family	93.5%	21.6%
	2 Family	2.0%	9.1%
	3&4 Family	1.2%	8.5%
	5+ Family	3.3%	2.8%
	Total	100.0%	17.1%
Total	Single Family	74.1%	100.0
	2 Family	3.8%	100.0
	3&4 Family	2.4%	100.0
	5+ Family	19.8%	100.0
	Total	**100.0%**	**100.0**

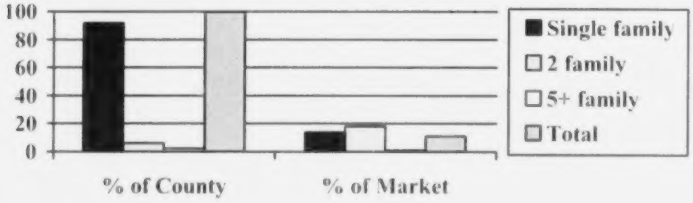
Source: U.S. Census Bureau Building Permits
Source: http://tier2.census.gov/CGI-WIN/BLDGPRMT/PRMTPLAC.EXE

Middlesex County had the largest share of housing building permits issued in 2000 (27.1%), followed by Worcester (17.1%), Essex (14.5%), and Plymouth County (13.6%). Similarly, Middlesex County had the largest share of single family housing building permits issued (23.6%), followed by Worcester County (21.6%). The majority of 2 family structure (semi-detached) building permits were issued for Suffolk County (27.6%), but a significant number of permits were also issued for this housing form in Middlesex County (20.1%) and Bristol County (18.1%). The permits issued for 3 & 4 family homes would typically be for tri-plex or quad-plex units, with construction being most common in Middlesex County (43.2%), but also in Suffolk County (18.3%) and Essex County (15.5%). Building permits issued for 5+ family homes, which would include apartments and condominiums, were primarily issued in Middlesex County (38.8%), Essex County (21.1%), Norfolk County (16.4%) and Suffolk County (13.1%).

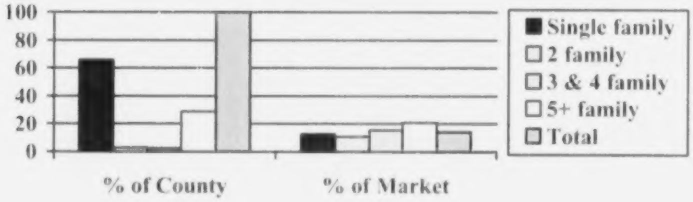
The percentage of units built by housing type in 2000 by county is shown below. The figure for % of Market shows the percentage of units of that housing type built in the county compared to the total Boston market area. For example, 13.8% of the total single family homes were built in Bristol County in 2000, compared to 18.1% of the 2 family homes (semi-detached).

Figure 32
Percentage of Units Built by Housing Type in 2000 by County

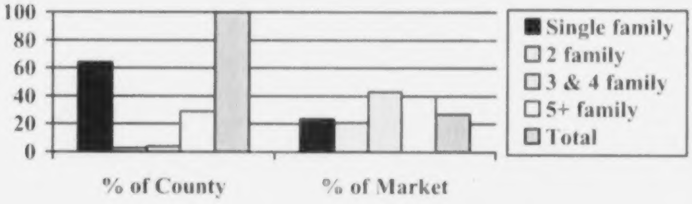
Bristol County



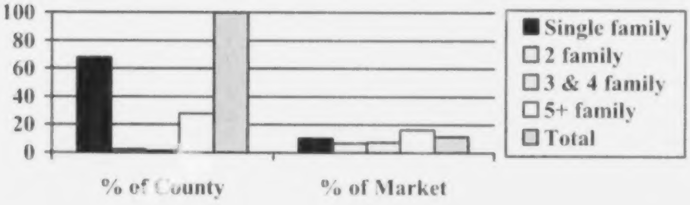
Essex County

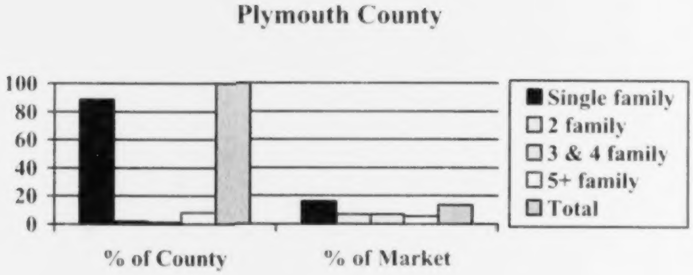


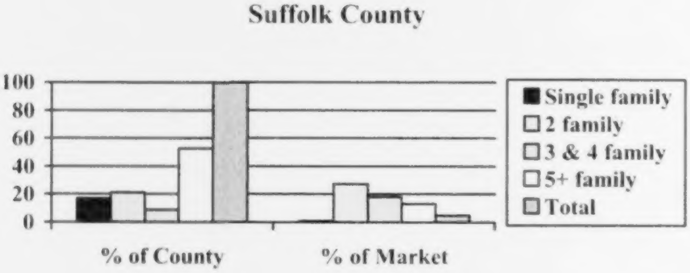
Middlesex County

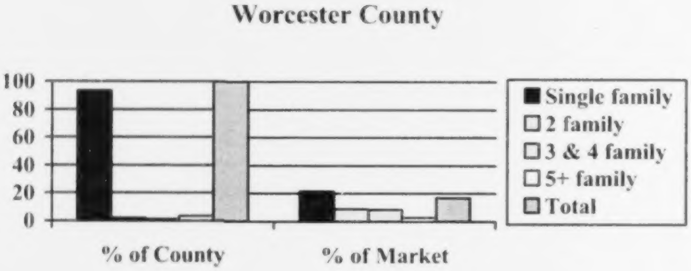


Norfolk County









Source: U.S. Census Bureau Building Permits
Source: http://tier2.census.gov/CGI-WIN/BLDGPRMT/PRMTPLAC.EXE

The change in the average cost of building permits issued per unit by unit type for 1999 and 2000 by county is shown below.

Table 18
Change in Building Permits Issued Cost/Unit, Boston Market Area, 1999-2000

County	Unit Type	1999 Cost/Unit	2000 Cost/Unit	% Change
Bristol	Single Family	123,658	149,444	20.9
	2 Family	44,415	45,756	3.0
	3 & 4 Family	83,333	N/A	N/A
	5 + Family	40,000	33,438	-16.4
	Total	**118,800**	**140,527**	**18.3**
Essex	Single Family	151,421	173,174	14.4
	2 Family	67,493	78,646	16.5
	3 & 4 Family	104,459	84,390	-19.2
	5 + Family	75,929	105,995	39.6
	Total	**139,876**	**148,912**	**6.5**
Middlesex	Single Family	162,416	191,767	18.1
	2 Family	80,776	80,929	0.2
	3 & 4 Family	104,045	119,083	14.5
	5 + Family	78,290	86,207	10.1
	Total	**143,320**	**155,030**	**8.4**
Norfolk	Single Family	189,741	220,066	16.0
	2 Family	71,041	73,654	3.7
	3 & 4 Family	79,417	105,787	33.2
	5 + Family	61,951	97,650	57.6
	Total	**141,127**	**180,494**	**27.9**
Plymouth	Single Family	135,074	141,943	5.1
	2 Family	77,429	121,802	57.3
	3 & 4 Family	85,508	60,091	-29.7
	5 + Family	N/A	65,045	N/A
	Total	**134,422**	**134,366**	**.04**
Suffolk	Single Family	102,500	107,371	4.8
	2 Family	80,781	75,556	-6.5
	3 & 4 Family	95,690	89,362	-6.6
	5 + Family	167,517	149,930	-10.5
	Total	**142,226**	**121,392**	**-14.6**
Worcester	Single Family	128,859	136,722	6.1
	2 Family	86,843	123,397	42.1
	3 & 4 Family	62,068	115,566	86.2
	5 + Family	44,500	53,664	20.6
	Total	**124,590**	**133,478**	**7.1**

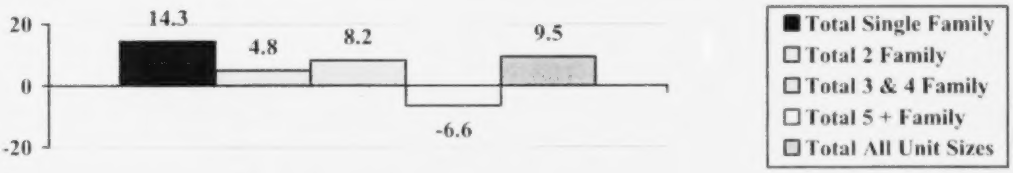
County	Unit Type	1999 Cost/Unit	2000 Cost/Unit	% Change
Total	Single Family	144,800	165,553	14.3
	2 Family	75,464	79,053	4.3
	3 & 4 Family	95,075	102,882	8.2
	5 + Family	104,743	97,847	-6.6
	Total	**134,572**	**147,393**	**9.5**

Source: U.S. Census Bureau Building Permits
Source: http://tier2.census.gov/CGI-WIN/BLDGPRMT/PRMTPLAC.EXE

The chart below shows the change in the value of building permits issued for the Boston market area for different home types.

Figure 33

% Change in Average Cost of Building Permits Issued per Unit by Unit Type Between 1999 and 2000, Boston Market Area



Source: U.S. Census Bureau Building Permits
Source: http://tier2.census.gov/CGI-WIN/BLDGPRMT/PRMTPLAC.EXE

Overall, the value of building permits by unit type increased by 9.5% between 1999 and 2000. The value of building permits for single family houses increased in all counties. These increases ranged from 20.9% in Bristol County to 4.8% in Suffolk County.

The value of building permits for 2 family dwellings increased by 4.8% overall, with the most significant increases in Plymouth (57.3%) and Worcester County (42.1%). The only county to experience a decrease in the value of this unit type was Suffolk (-6.5%).

The value of building permits issued for 3 & 4 family structures between 1999 and 2000 saw an overall increase of 8.2%, although three counties saw decreases (Plymouth –29.7%. Essex – 19.2%and Suffolk –6.6%) in the value of permits issued. At the same time, Worcester and Norfolk saw considerable increases at 86.2% and 33.2% respectively. For structures housing 5 or more families, the overall value of building permits issued declined by 6.6%, with decreases of -16.4% in Bristol County and -10.5% in Suffolk County. Norfolk and Essex counties saw increases of 57.6% and 39.6% respectively for this building type.

3.2 VACANCY RATES OF RENTAL HOUSING

The actual vacancy rates for rental housing units in the Boston market area are shown below:

Table 19
Vacancy Rates, Boston Market Area, 1990 and 2000

County	Vacancy Rate 1990	Vacancy Rate 2000	Change in Vacancy Rate 1990-2000	Percentage of Rental Tenure 2000
Bristol	6.9	5.5	-1.4	38.4
Essex	8.8	3.0	-5.8	36.5
Middlesex	5.4	2.3	-3.1	38.3
Norfolk	4.7	2.5	-2.2	30.3
Plymouth	7.4	3.2	-4.2	24.4
Suffolk	7.8	2.9	-4.9	66.1
Worcester	7.4	4.3	-3.1	35.9
Average	**6.9**	**3.4**	**-3.5**	**38.6**

Source: U.S. Census Bureau, Census 2000
Source: U.S. Census Bureau, Census 1990
Source: http:/factfinder.census.gov

As shown above, rental vacancy rates have declined throughout the Boston market area, particularly in Essex and Suffolk Counties. The decline in Suffolk County is particularly significant as the number of renters in this county is 66.1% of all households.

3.3 RESALE HOUSING PRICES

The following table provides annual median sales prices for the Greater Boston Area from 1990-1999. It should be noted that the data does not include all the counties in the Boston market area.

Table 20
Resale Housing Prices, Greater Boston Area, 1990 -1999

Year	Annual Median ($)	Annual % Change
1990	174,100	-4.3
1991	170,100	-2.3
1992	171,100	0.6
1993	173,200	1.2
1994	179,300	3.5
1995	179,000	-0.2
1996	189,300	13.0
1997	229,000	21.0
1998	258,400	12.8
1999	290,000	12.2

Source: National Association of Realtors and the Greater Boston Real Estate Board
Source: Boston Redevelopment Authority, Boston's Strong Economy – 2001

As the above table illustrates, resale housing prices throughout the Greater Boston Area have risen significantly since 1996.

The median resale housing prices for the City of Boston (Suffolk County) from 1998 to 2000 show strong increases in all of the following housing types.

Table 21
Median Resale Value, City of Boston, 1998-2000

HOUSING TYPE	Q2/1998 Median Price ($)	Q2/1999 Median Price ($)	Q2/2000 Median Price ($)	% Change 1998-2000
Single Family	155,000	180,000	209,000	25.8
Two Family	169,000	185,000	234,500	27.9
Three Family	150,000	183,000	233,000	35.6
Condominiums	179,000	180,000	221,000	19.0

Source: City of Boston, Department of Neighbourhood Development using Banker and Tradesman data, December 2000

APPENDIX TWO: PROJECTS IN PLANNING OR EARLY DEVELOPMENT STAGES

1.0 PROJECTS IN PLANNING OR EARLY DEVELOPMENT STAGES

The following list shows some of the projects that are in the planning or early development stages throughout the market area. This list is sorted by the name of the municipality where the development is located.

1.1 PROJECTS IN PLANNING STAGE

Builder's Name	Project Name	Location	Housing Type	Housing Size (sq ft)	Price Range	Details
Diversified Funding Inc.	Fiske Hill Estates	Ashland	Single Family	2000-2300 s f	Mid $300,000's	3 & 4 bedrooms, 2.5 baths
Fafard Real Estate & Development	Thousand Pines	Ashland	Town Homes	1800-2000 s f	High $200,000's	2 bedrooms, 2.5 baths
Farfard Real Estate & Development	Village at Westerly	Ashland	Town Homes	1800-2000 s f	High $200,000's	2 bedrooms, 2.5 baths
J. Colello & Sons Inc	Esker Village	Attleboro	Single Family	1700-1800 s f	Low to mid $200,000's	3 bedrooms, 2 baths
Lorruso Construction	Weston Estates	Bellingham	Single Family	1900-2200 s f	High $200,000's to low $300,000's	3 & 4 bedrooms, 2.5 baths
Malloch Construction	Padelford Estates	Berkeley	Single Family	1600-2500 s f	Low to mid $200,000's	3 & 4 bedrooms, 2 & 2.5 baths
Sylvan Resources	Ingersol Farms	Danvers	Town Homes	1750 s f	Low $300,000's	4 bedrooms, 3 baths
Starter Building & Development	Summer Hill	Dracut	Single Family	1750-2900 s f	Mid $200,000's to low $300,000's	3 & 4 bedrooms, 2 & 2.5 baths
Tully Homes	Horse Hill Estates	Dunstable	Single Family	2800 s f	Low $300,000's	4 bedrooms, 2.5 baths
Trinity Group Construction	Meadow View Hills	Dunstable	Single Family	2100-2200 s f	Low to mid $300,000's	4 bedrooms, 2.5 baths
Welch Building Corporation	Lone Oak Farms	Easton	Single Family	2200 s f	Mid $300,000's	4 bedrooms, 2.5 baths
Oxbo Development	Valentina Village	Franklin	Single Family	1700-1900 s f	Low $300,000's	3 & 4 bedrooms, 2.5 baths
Conant-Welch Group	Rocky Neck	Gloucester	Town Homes	2500 s f	Low $300,000's	2 bedrooms, 2.5 baths
Brossi Homes	Chestnut Ridge of Grafton	Grafton	Single Family	2000-2500 s f	High $200,000's to mid $300,000's	4 bedrooms, 2.5 baths
Hearthstone Builders	Scotland Heights	Haverhill	Single Family	2700 s f	Low $300,000's	4 bedrooms, 2.5 baths
Village Trust	Village Woods	Haverhill	Single Family	2200 s f	High $200,000's	3 bedrooms, 2.5 baths
Blair Homes Inc	Fox Hill and Holden Manor	Holden	Single Family	2000 s f	Mid $200,000's	4 bedrooms, 2.5 baths
Blair Homes Inc	Holden Manor	Holden	Single Family	2000 s f	Mid $200,000's	4 bedrooms, 2.5 baths
A.J. Lane	Winter Hill Estates	Holden	Single Family	2400-2500 s f	Low to mid $200,000's	4 bedroom, 2.5 baths
Eastland Partners	Harmony Trail	Hopedale	Single Family	2100-2500 s f	High $200,000's	4 bedrooms, 2.5 baths
Midoco Corporation	Spinnaker Island	Hull	Town Homes	1400-1500 s f	Low $300,000's	2 & 3 bedrooms, 2.5 baths
Symes Associates	Mill Place	Ipswich	Condos	1600 s f	High $200,000's	3 bedrooms, 2.5 baths
Chilton Development	MacFarlane Farms	Kingston	Single Family	2200-3000 s f	High $200,000's to low $300,000's	3 & 4 bedrooms, 2.5 baths

Builder's Name	Project Name	Location	Housing Type	Housing Size (sq ft)	Price Range	Details
Jeneve Corporation	Tall Timbers Estate	Kingston	Single Family	1600 s f	High $200,000's	3 bedrooms, 2.5 baths
Malloch Construction	Chase Farms	Lakeville	Single Family	1800 s f	High $200,000's	4 bedrooms, 2.5 baths
Malloch Construction	Nachaomet Road	Lakeville	Single Family	1700 s f	Mid $200,000's	3 bedrooms, 2.5 baths
Fafard Real Estate & Development	Forest Grove Estates	Marlborough	Single Family	2500 s f	Mid $300,000's	4 bedrooms, 2.5 baths
Ansari Builders Association	Water's Edge	Marlborough	Single Family	2100-2400 s f	Low $300,00's	4 bedrooms, 2.5 baths
Merchant Financial Investment	Camelot Estates III	Medway	Single Family	2300 s f	Low $300,000's	4 bedrooms, 2.5 baths
Ashwood Companies	Birch Hill Estates	Methuen	Single Family	2100-2500 s f	High $200,000's to low $300,000's	4 bedrooms, 2.5 baths
V & G Development Corporation	Chestnut Hills	Methuen	Single Family	2250-2400 s f	Low to mid $300,000's	3 bedrooms, 2.5 baths
Pec Corporation	Village at Silver Hill	Milford	Town Homes	1700 s f	Mid $200,000's	2 bedrooms, 2.5 baths
Millbury Realty Trust	Village at Coldbrook	Millbury	Single Family	2100-2500 s f	Low to high $200,000	4 bedrooms, 2.5 baths
Carroll Construction	Highland Meadows	North Attleboro	Single Family	1600 s f	Mid $200,000's	4 bedrooms, 2.5 baths
Christopher Builders Corporation	Quail Creek Estates	North Attleboro	Single Family	2200-2700 s f	High $200,000's to low $300,000's	3 & 4 bedrooms, 2.5 baths
William L. Lowe	Willowbe Glen	North Attleboro	Single Family	1850-2000 s f	Mid $200,000's to low $300,000's	3 bedrooms, 2.5 baths
Impact Roads and Construction	Moon Hill Heights	Northbridge	Single Family	2000 s f	Mid $200,000's	4 bedrooms, 2.5 baths
Impact Roads and Construction	Castle Hill Estates	Northridge	Single Family	2000-2300 s f	Low to mid $200,000's	3 & 4 bedrooms, 2 & 2.5 baths
Meadow Brook Builders LLC	East Hodge Woods	Norton	Single Family	2200 s f	High $200,000's	3 bedrooms, 2.5 baths
Ship Pond LLC	Farms at Hathaway Pond	Plymouth	Single Family	2100-2200 s f	Mid $200,000's	3 & 4 bedrooms, 2.5 baths
Mulligan Company Inc	Harrison Woods at Camp Child	Plymouth	Single Family	1650-2100 s f	Mid $200,000's	3 & 4 bedrooms, 2.5 baths
Champion Builders Inc	Springvale Estates	Rockland	Single Family	1800-1900 s f	High $200,000's	3 & 4 bedrooms, 2.5 baths
Richard Record & Sons	Boston Hill Estates	Shrewsbury	Single Family	2600 s f	Low $300,000's	4 bedrooms, 2.5 baths
Gemini Homes	Ternberry	Shrewsbury	Single Family	2250-2600 s f	High $200,000's	4 & 5 bedrooms, 2.5 baths
Signature Homes	Walnut Place	Shrewsbury	Town Homes	2000-2300 s f	Mid $200,000's	3 bedrooms, 2.5 baths
RJM Construction Company	Lothrop Estates	Taunton	Single Family	1800-2700 s f	Low to mid $200,000's	3 & 4 bedrooms, 2.5 baths
Tully Homes	Westview Estates	Townsend	Single Family	2600 s f	High $200,000's	4 bedrooms, 2.5 baths
New American Homes	Elm Shade Estates	Uxbridge	Single Family	2300-2700 s f	High $200,000's to mid $300,000's	4 bedrooms, 2.5 baths
Fadille Enterprises	Heron Pond	Wakefield	Town Homes	1400-2100 s f	Low to mid $300,000's	2 & 3 bedrooms, 2 & 2.5 baths
Bristol Pacific Homes	Meadowbrook Estates	Westford	Single Family	2400 s f	High $200,000's	3 bedrooms, 2.5 baths
New Homes Inc	Fieldstone Acres	Whitman	Single Family	1900 s f	Mid $200,000's	4 bedrooms, 2.5 baths
Eligius Homes	Hidden Farm Estates	Worcester	Single Family	2200-2700-s f	High $200,000's to low $300,000's	3 & 4 bedrooms, 2.5 baths
Harrington & Associates	Third Street	Worcester	Single Family	1600 s f	Mid $100,000's	3 bedrooms, 2 baths
Pulte Home Corporation	Winter Heights	Worcester	Single Family	2100-2600 s f	Low to mid $200,000's	4 bedrooms, 2.5 baths

Source: New Home Network, www.NewHomeNetwork.com

1.2 PROJECTS IN EARLY DEVELOPMENT STAGE

Builder	Project Name	City	Address	Telephone
Panetta Construction	Westside Village	Acton	Sudbury Road	(978) 369-4946
Risser Engineering	Highland Terrace	Attleborough	Highland Avenue	(508) 695-3583
Hanson Investment Corporation	Highland Terrace	Attleborough	Highland Avenue	(508) 695-3583
Can-Four Corporation	Farmstead Estates	Bridgewater	Summer Street	(781) 821-0818
Moriah Development	Bracket Hill Estates	Charlton	Bracket Hill	(508) 421-9665
First City Development	Upham Farms Condominiums Phase II	Charlton	High Field Road	(508) 421-9665
Rainbow Builders	Hildreth Hills	Dracut	Hildreth Hills	(978) 459-9181
Premier Homes	Summerhill Estates	Dracut	Hidden Road & Summerhill Road	(603) 595-9595
David Szerdy	Dudley Hill Estates	Dudley	Off W. Main St. & Rt 197	(508) 756-1203
Ken Tully	Dunstable Subdivision	Dunstable	River Street	(978) 250-9473
J & C.S.G Corporation	Broadmeadow	Groton	Farmers Row	(978) 263-8929
David Moulton, Inc	Walnut Run	Groton	Mill Street	(978) 448-2311
Kendall Construction	Rocky Woods	Groveland	921 Salem St.	(978) 373-2320
Fafard Real Estate & Development	Highlands At Holliston	Holliston	Old Cart Path & Mayflower Landing	(508) 881-1600
20th Century Homes	Connelly Hills Estates	Hopkinton	Marathon Road	(508) 435-6333
R.D. Kanniard Construction	Deersharn Estates	Lancaster	Farmland Lane	(978) 365-3344
Melanson Brothers	Partridge Hollow	Lancaster	Mill & Lee Street	(978) 365-3344
Benjamin Builders	White Ponds Road	Lancaster	White Ponds Road	(800) 425-9772
Cedarwood Homes	Woodlands Village at Hickory Hills Lake	Lunenburg	Hickory Hills Road	(978) 263-2100
Michael J. Kenny	Woodlands Village at Hickory Hills Lake	Lunenburg	Hickory Hills Road	(978) 263-2100
Hayes Developments	Pondside Village Phase II	Maynard	Old Marlborough Road	(978) 371-3030
Corporate Construction Ltd.	Stonefield	North Attleboro	Lindsey Street	(508) 643-2013
R.H. White Construction	Presidential Estates Phase III	Northbridge	Adams Circle	(508) 478-8682
Williamsburg Company	Journey's End	Norwell	Edgewood Park	(781) 878-6174
Larry Carson Construction	Carter River Farm	Plymouth	River Farm Road	(508) 833-0266
Can-Four Coporation	Presidential Estates	Sharon	Upland Road	(781) 821-0818
Roncone Associates, Inc	Country Meadows	Shrewsbury	Arrowood Road	(508) 845-1077
Edmund Russell	Dorothea Estates	Shrewsbury	Dorothea Road	(508) 842-8493
Vertical Custom Home Builders	Gray Road	Templeton	Gray Road	(978) 840-4014
Flaherty Builders	Haynes Road	Townsend	Haynes Road	(800) 425-9772
Croteau & Sons	Locke Estates	Townsend	Haynes Road	(978) 321-5336
Nobel Construction	Orchard Estates	Uxbridge	Leland Hill Road	(800) 879-0108

Builder	Project Name	City	Address	Telephone
Waterman Development Group	Walnut Knoll	Westborough	Chestnut St/Old Colony Drive	(508) 366-8766

Source: New Home Network, www.NewHomeNetwork.com

APPENDIX THREE: KEY CONTACTS IN THE BOSTON AREA

The following are key contacts to help penetrate the Boston market area. These are organized as follows:

- Distributors, Manufacturer's Representatives, Product Dealers, Wholesalers
- Builders, Developers, Contractors and Owners
- Associations
- Websites

We have not provided contact information for architects in the Boston area for this report. We did contact the Boston Society of Architects and found that they have over 2,000 members who are either architects or interns, as well as over 1,000 affiliates. The Massachusetts chapter has an additional 200 members. If you decide that you would like to directly market to architects, you should begin by contacting the Boston Society of Architects, a Council of the American Institute of Architects, at (617) 951-1433, fax, (617) 951-0845 or website www.architects.org. A complete list of 782 architectural firms who participated in their November 2001 convention is available at this website.

1.0 DISTRIBUTORS, MANUFACTURERS' REPRESENTATIVES, PRODUCT DEALERS, WHOLESALERS

The information provided in the following contact lists was gathered from the following sources:

Source	**Website**
American Builders Network	www.americanbuilders.com
Associated Builders and Contractors Membership List	www.abc.org
Boston.Com	www.boston.com
F.W. Dodge Market Analysis Group	www.fwdodge.com
Manufactured Housing Institute Membership	www.manufacturedhousing.org
Massachusetts Retail Lumber Dealers Association	www.nrla.org
National Building Materials Dealers Association (NBMDA)	www.nbmda.org
New Home Network	www.newhomenetwork.com

Source		Website
SmartPages Directory		www.smartpages.com
Super Pages Yellow Pages searches for:	• Building Materials & Supplies • Builders & Contractors • Cabinets & Cabinet Makers • Doors & Windows • Flooring Materials • Floors Wood • Kitchen Cabinets & Equipment Household • Lumber • Real Estate Developers • Remodeling & Repairing Building Contractors • Siding Materials • Storm Doors & Windows • Tiles Flooring • Vinyl Floors	www.superpages.com
Yahoo! Yellow Pages searches for:	• Aluminum Siding • Building Center • Cedar Siding • Construction and Real Estate, Doors and Windows, Doors, Metal • Construction and Real Estate, Doors and Windows, Doors, Wholesalers • Construction and Real Estate, Doors and Windows, Doors, Wood • Construction and Real Estate, Doors and Windows, Windows, Wholesalers • Construction and Real Estate, Finishes, Flooring, Carpet, Supplies • Construction and Real Estate, Finishes, Flooring, Carpet, Wholesalers • Construction and Real Estate, Finishes, Tile, Manufacturers	http://yp.yahoo.com

Source		Website
	• Construction and Real Estate, General Contractors, Residential • Construction and Real Estate, Materials and Supplies, Linoleum Flooring • Construction and Real Estate, Thermal and Moisture Protection, Siding • General Contractors • Home Builders • Home and Garden, Construction Repair and Improvement, Lumber • Home Improvement Centers • Manufacturing & Industrial Supplies, Lumber and Wood Products, Cabinets • Manufacturing and Industrial Supplies, Apparel and Textiles, Textiles, Carpets and Rugs • Manufacturing and Industrial Supplies, Lumber and Wood Products, Windows and Doors • Real Estate, Home Builders • Siding Manufacturers • Steel Siding • Vinyl Siding	

1.1 CONTACT INFORMATION FOR LUMBER STORES AND HOME CENTRES

Company	Address	City	State	Zip	Telephone	Fax
ABC Supply Company	500 Rodman Street	Fall River	MA	02721	(508) 676-6746	
ABC Supply Company	110 Commerce Way	Woburn	MA	01801	(781) 935-7890	
Aberjona Kitchen Center	3 Aberjona Road	Woburn	MA	01801	(781) 932-1906	
Admiral Building Products	5 Lopez Road	Wilmington	MA	01887	(978) 988-1166	
Allied Plywood Corp.	200 Baker Avenue Unit 210	Concord	MA	01742	(978) 371-3399	
Arlington Coal & Lumber	41 Park Avenue	Arlington	MA	02476	(781) 643-8100	
Ashmont Discount Home Center	464 Quincy Avenue	Braintree	MA	02184	(781) 848-7350	
Atlantic Coast Lumber Sales	81 Tee Jay Drive	Seekonk	MA	02771	(508) 336-5300	
Barker E G Lumber Co	36 Prospect Street	Woburn	MA	01801	(781) 933-0057	(781) 932-6649
Beacon Lumber Co.	513 Church Street	New Bedford	MA	02745-5198	(508) 995-1766	
Beacon Sales Co	120 Prescott Street	Worcester	MA	01605	(508) 753-2943	
Beacon Sales Company	1120 West Chestnut Street	Brockton	MA	02301	(508) 580-8802	
Beacon Sales Company	25 Nauset Street	New Bedford	MA	02746	(508) 979-1055	
Beacon Sales Company	50 Webster Avenue	Somerville	MA	02143	(617) 666-2800	(617) 666-2800
Belletetes Inc True Value	245 Central Street	Winchendon	MA	01475	(978) 297-1162	
Bellingham Lumber	1210 Pulaski Blvd	Bellingham	MA	02019	(508) 883-6878	
Biss Lumber Co Inc	523 Somerset Avenue	Taunton	MA	02780	(508) 822-5252	
Bolducs Lumber Co	83 Wilbur Street	Fall River	MA	02724	(508) 673-5171	
Boston Cedar Corporation	54 High Street	Holbrook	MA	02343	(781) 767-3800	
Boston Night Center	31 Bowker Street	Boston	MA	02114	(617) 248-1998	
Boulter Plywood Corporation	24 Broadway	Somerville	MA	02145	(617) 666-1340	(617) 666-8956
Braintree Lumber Company Inc	110 Hanock Street	Braintree	MA	02184	(781) 843-1300	
Brockton Taunton Lumber & Sargent Supply Corporation	50 Meadowbrook Road	Brockton	MA	02301	(508) 587-1224	
Brook Contractors Supply Co	270 East High Street	Avon	MA	02322	(781) 767-0001	
Brown's Kitchen & Bath Center	56 North Putnam Street	Danvers	MA	01923	(978) 774-3333	
Builders Supply Distributors	172 Great Road	Acton	MA	01720	(978) 263-1403	
Building Care Supplies	70 Finnell Drive	Weymouth	MA	02188	(781) 335-7739	
Building Center of Essex	140 Western Avenue	Essex	MA	01929	(978) 768-7151	
Building Center of Gloucester	1 Harbor Loop	Gloucester	MA	01930	(978) 283-3060	
Building Material Resource Center	100 Terrace Street	Winthrop	MA	02152	(617) 442-8917	
Building Materials Inc	139 Front Street	Fall River	MA	02721	(508) 675-7809	
Building Products Inc	119 Braintreet Street Unit 107	Allston	MA	02134	(617) 782-5042	

Company	Address	City	State	Zip	Telephone	Fax
Building Supplies Outlet Inc	20 Webster Street	Peabody	MA	01960	(978) 977-9801	
Burnett & Moynihan Lumber Co	43 Foster Street	Revere	MA	02151	(781) 284-0055	
Butler Lumber Co Inc	67 Parker Street	Maynard	MA	01754	(978) 897-7271	
C & S Lumber Co Inc	124 Main Street	Millbury	MA	01527	(508) 865-4822	(508) 865-7482
Cambridge Lumber & Supply Co	135 Harvey Street	Cambridge	MA	02140	(617) 876-4460	
Cameron Ashley Building Products	63 Bedford Street	Lakeville	MA	02347	(508) 947-5000	
Cape Cod Lumber	403 Bedford Street	Abington	MA	02351	(781) 878-0715	
Cape Cod Lumber	80 Hampden Road	Mansfield	MA	02048	(508) 337-6610	
Capitol Forest Products	20 Downer Avenue	Hingham	MA	02043	(781) 749-0780	
Chace Building Supply	R R 1	Foxboro	MA	02035	(508) 543-7316	
Clarke Distribution Corp	63 South Street Unit 190	Hopkinton	MA	01748	(508) 435-6226	
Coastal Building Supply Inc	57 Walnut Street	Fall River	MA	02720	(508) 675-2222	
Coldwells	25 Central Street	Berlin	MA	01503	(978) 838-2491	
Concord Lumber Corp	126 Lowell Road	Concord	MA	01742	(978) 369-3640	
Consolidated Brick & Building Supplies	650 Bodwell Street	Avon	MA	02322	(508) 587-6600	
Crystal Lumber Co Inc	76 Foundry Street	Wakefield	MA	01880	(781) 245-0700	
Cumplido Services & Supplies Inc	87 Sweetland Avenue	Attleboro	MA	02703	(508) 399-8890	
Curtis Newton Lumber	41 River Street	Dedham	MA	02026	(781) 461-6000	
Cushman Lumber Co Inc	603 Massachusetts Avenue	Lunenburg	MA	01462	(978) 582-0326	
Davenport Peters Co	106 Columbia Street	Quincy	MA	02169	(617) 770-1811	
Day SQ Builders Supply Inc	415 Bremen Street	Boston	MA	02128	(617) 567-7470	
DB & S Lumber & Home Improvement Center	11 Gerard Street	Boston	MA	02119	(617) 445-9333	
Deering Mason Supply Corporation	158 Essex Street	Melrose	MA	02176	(781) 665-7171	
Delta Wholesale Lumber Co	318 Manley Street	West Bridgewater	MA	02379	(508) 584-0550	
Denison-Cannon Co	135 Rangeway Road	North Billerica	MA	01862	(978) 663-8711	
Dewhurst Lumber Co.	215 Bedford Street	East Bridgewater	MA	02333	(508) 378-2711	
Diehl Associates - Diehl F Lumber Co	180 Linden Street	Wellesley	MA	02482	(781) 235-1530	
Dietrich Industries Inc	198 Summer Street	Lunenburg	MA	01462	(978) 342-9742	
Doyle Lumber Co.	43 River Road	Andover	MA	01810	(978) 688-4099	
F Wood Com Inc	555 Washington Street	Wellesley	MA	02482	(781) 283-5757	
Ellsworth WM	289 East Street	Petersham	MA	01366	(978) 724-8824	
Essex County Coop	56 Clyde Street	Somerville	MA	02145	(617) 628-0150	
Fairhaven Lumber Co	120 Alden Road	Fairhaven	MA	02719	(508) 993-2611	
Fairway Lumber Co Inc	100 Penn Street	Quincy	MA	02169	(617) 770-2810	

Company	Address	City	State	Zip	Telephone	Fax
Feeleys Company	242 Water Street	Quincy	MA	02169	(617) 479-1153	
Fernandes Lumber Inc	299 Depot Street	North Easton	MA	02375	(508) 238-7524	
Flagship Forest Products	3 Barbara Jean Street	Grafton	MA	01519	(508) 887-8996	
Franklin Field Lumber Co	28 Talbot Avenue	Dorchester	MA	02124	(617) 282-1740	
Franklin Lumber Company	129 Dean Avenue	Franklin	MA	02038	(508) 528-0910	
Furman Lumber Inc	2 Fortune Drive	Billerica	MA	01821	(978) 670-3800	
G V Moore Lumber	22 W Main Street	Ayer	MA	01432	(978) 772-0900	
Gallagher Building Materials	1500 Main Street	Weymouth	MA	02190	(781) 337-2800	
General Builders Supply Co.	1200 Providence Highway	Norwood	MA	02062	(781) 762-8080	
Gilbert & Cole Building Products Inc	42 Bessom Street	Marblehead	MA	01945	(781) 631-0222	
Gilfoy Distributing Co	14 Dunham Road	Billerica	MA	01821	(978) 663-5200	
Gilmores Inc	1015 East Street	Walpole	MA	02081	(508) 668-2300	
GMC Hardwoods Inc	30 Springdale Avenue	Dover	MA	02030	(508) 785-1140	
Goodrich Lumber	30 Railroad Avenue	Duxbury	MA	02332	(781) 934-5611	
Gove Lumber Co	80 Colon Street	Beverly	MA	01915	(978) 922-0921	
Grand Banks Building Supply	7 Crafts Road	Gloucester	MA	01930	(978) 281-2421	(978) 281-6320
Grossman's	90 Hawes Way	Stoughton	MA	02072	(781) 297-3300	
Grossmans Lumber	480 Water Street	Fitchburg	MA	01420	(978) 345-4107	
Grossmans Lumber	747 West Boylston Street	Worcester	MA	01606	(508) 853-5165	
Guthrie Lumber Co.	187 Lexington Street	Waltham	MA	02452	(781) 893-1300	
Halpin Lumber Co	92 Evans Drive	Stoughton	MA	02072	(781) 344-3525	
Harvey Industries	7 Ledgewood Boulevard	North Dartmouth	MA	02747	(508) 998-9779	
Harvey Industries	1400 Main Street	Waltham	MA	02451	(781) 899-3500	
Harvey Industries	19 Athletic Field Road	Waltham	MA	02451	(781) 899-2880	
Heritage Wholesalers Inc	185 Commercial Street	Malden	MA	02148	(781) 324-8100	
Heritage Wholesalers Inc	55 Crescent Street	Worcester	MA	01605	(508) 831-7900	
Highham Lumber	190 Summer Street	Hingham	MA	02043	(781) 749-4200	
Hirsch Lumber	11 Depot Street	Townsend	MA	01469	(978) 597-8153	
Holt & Bugbee Co	1600 Shawsheen Street	Tewksbury	MA	01876	(978) 851-7201	
Home Depot	779 Washington Street	Auburn	MA	01501	(508) 721-2247	
Home Depot	60 Stockwell Road	Avon	MA	02322	(508) 580-0600	
Home Depot	225 Hartford Avenue	Bellingham	MA	02019	(508) 966-9200	
Home Depot	92 Newbury Street	Danvers	MA	01923	(978) 774-0400	
Home Depot	1 Mystic View Road	Everett	MA	02149	(617) 389-2323	

Company	Address	City	State	Zip	Telephone	Fax
Home Depot	135 Commercial Road	Leominster	MA	01453	(978) 840-0800	
Home Depot	339 Speen Street	Natick	MA	01760	(508) 647-9600	
Home Depot	470 State Road	North Dartmouth	MA	02747	(508) 997-9600	
Home Depot	1415 Providence Highway, Unit B	Norwood	MA	02062	(781) 762-9270	
Home Depot	177 Willard Street	Quincy	MA	02169	(617) 376-0380	
Home Depot	1149 Hingham Street	Rockland	MA	02370	(781) 871-6200	
Home Depot	5 Trader's Way	Salem	MA	01970	(978) 741-9299	
Home Depot	564 Broadway	Saugus	MA	01906	(781) 231-9500	
Home Depot	201 Highland Avenue	Seekonk	MA	02771	(508) 336-3000	
Home Depot	530 Boston Turnpike	Shrewsbury	MA	01545	(508) 842-4100	
Home Depot	85 Main Street	Tewksbury	MA	01876	(978) 640-0400	
Home Depot	100 1st Avenue	Waltham	MA	02451	(781) 672-0900	
Home Remodeling Center Inc	9 Kara Lynn Road	Franklin	MA	02038	(508) 528-2900	
Home Surplus Center	29 Summer Street	Lunenburg	MA	01462	(978) 343-3202	
Howe Lumber Co Inc	555 East Main Street	East Brookfield	MA	01515	(508) 867-6403	
Howlett Lumber Company	90 Worcester Road	Charlton	MA	01507	(508) 248-4346	
Hubbard Forest Industry Inc	35 Athol Richmond Road	Royalston	MA	01368	(978) 249-0100	
Hughes Lumber Co	15 Letchworth Avenue	North Billerica	MA	01862	(978) 663-3546	
Industrial Timber & Land Co	31 Spring Lane	Sharon	MA	02067	(781) 784-0955	
Irving's Home Center	10 N Main Street	Brockton	MA	02301	(508) 583-4421	
Itochu Building Products Co Inc	63 Morse Street	Norwood	MA	02062	(781) 769-4900	
J & C Adams Co. Inc.	75 New Street	Cambridge	MA	02138	(617) 491-6100	(617) 547-6513
J B Supply Co	PO Box 87033	Milton Village	MA	02187	(617) 696-8201	(617) 696-6108
Jackson Lumber	234 Primrose Street	Haverhill	MA	01830	(978) 372-7727	
Jackson Lumber & Millwork	215 Market Street	Lawrence	MA	01843	(978) 686-4141	
John Foster Lumber Inc	829 Webster Street	Marshfield	MA	02050	(781) 837-2821	
Johnson Lumber	110 Main Street	Salisbury	MA	01952	(978) 462-7151	
Kalife Lou Building Products	5 Kalife Drive	Fairhaven	MA	02719	(508) 994-4444	
Kamco Supply Corporation of Boston	14 Longwater Drive	Rockland	MA	02370	(781) 871-1212	(781) 871-9496
Kamco Supply Corporation of Boston	181 New Boston Street	Woburn	MA	01801	(781) 938-0909	(781) 935-1696
Karpp Robert N Co Inc	123 Centre Avenue	Abington	MA	02351	(781) 871-1915	
Karpp Robert N Co Inc	50 Fuller Avenue	Attleboro	MA	02703	(508) 431-2255	
Karpp Robert N Co Inc	825 Summer Street	Boston	MA	02127	(617) 269-5880	(617) 269-2387
Keiver-Willard Lumber Corporation	11 Graf Road	Newburyport	MA	01950	(978) 462-7193	

Company	Address	City	State	Zip	Telephone	Fax
Kerber Building Products Inc	18 Lonergan Road	Middleton	MA	01949	(978) 777-4303	
Kesseli & Morse Co	242 Canterbury Street	Worcester	MA	01603	(508) 752-1901	
King WM T Lumber Co	25 Russells Mills Road	South Dartmouth	MA	02748	(508) 997-7868	
Koopman Lumber Company	82 Worcester Street	North Grafton	MA	01536	(508) 839-6526	(508) 835-8833
Koopman Lumber Company	655 Church Street	Whitinsville	MA	01588	(508) 234-4545	
Koopman True Value Hardware Co	12 Douglas Street	Uxbridge	MA	01569	(508) 278-5403	
Larkin Lumber Co	136 Main Street	Hudson	MA	01749	(978) 562-3217	
Lawrence R McCoy & Co Inc	100 Front Street	Worcester	MA	01608	(508) 368-7700	
Leader Home Centers	R R 32	Barre	MA	01005	(978) 355-3411	
Littleton Lumber Co.	55 White Street	Littleton	MA	01460	(978) 486-9877	(978) 952-2408
Lowell Builders Supply Inc	705 Dutton Street	Lowell	MA	01854	(978) 459-2749	
Lowe's of Brockton	135 West Gate Drive	Brockton	MA	02301	(508) 897-0067	
Lowe's of Danvers	153 Andover Street	Danvers	MA	01923	(978) 646-9099	
Lowe's of North Attleboro	1360 South Washington Street	North Attleboro	MA	02760	(508) 643-1044	
Lowe's of Worcester	533 Lincoln Street	Worcester	MA	01605	opening soon	
Lynn Lumber Co	180 Commercial Street	Lynn	MA	01905	(781) 592-0400	
Mahoney Building Supply Center	1 Industrial Drive	Mattapoisett	MA	02739	(508) 758-6921	(508) 758-3478
Maki Building Centers	513 Betty Spring Road	Gardner	MA	01440	(978) 632-5354	
Maki Building Centers	160 Massachusetts Avenue	Lunenburg	MA	01462	(978) 343-7422	
Maki Building Centers	34 Worcester Road	Sterling	MA	01564	(978) 422-8230	
Maki Building Centers	3 Kelley Square	Worcester	MA	01610	(508) 757-4674	
Marjam Supply Co Inc	100 Fallon Road	Stoneham	MA	02180	(781) 279-7900	
Mass Building Supply	64 George Street	Medford	MA	02155	(617) 442-2800	
McQuesten Geo Co Inc	600 Iron Horse Park	North Billerica	MA	01862	(978) 663-3435	
Medway Lumber & Home Supply	1400 Main Street	Millis	MA	02054	(508) 533-8952	
Mid Cape Home Center	Route 53 Summer Street	Kingston	MA	02364	(781) 585-4394	
Morse Lumber Co Inc	990 North Woodstock Road	Southbridge	MA	01550	(508) 764-3231	
Moynihan Lumber	82 River Street	Beverly	MA	01915	(978) 927-0032	(978) 927-6350
Moynihan Lumber	164 Chestnut Street	North Reading	MA	01864	(978) 664-3310	
Nascor Systems	142 North Road	Sudbury	MA	01776	(978) 318-7006	
National Lumber	71 Maple Street	Mansfield	MA	02048	(508) 339-8020	
National Lumber	33 Mason Street	Salem	MA	01970	(978) 744-8800	
Native American Hardwood Corporation	325 Worcester Road	Charlton	MA	01507	(508) 248-6384	
Negus R B Lumber Co Inc	538 Wilbur Avenue	Swansea	MA	02777	(508) 672-5901	(508) 678-4902

Company	Address	City	State	Zip	Telephone	Fax
New Bedford Builder's Supply	1259 Chaffee Street	New Bedford	MA	02745	(508) 998-3583	
New England Lumber Sales Co Inc	91 Franklin Street	Hanson	MA	02341	(781) 293-6700	
North American Forest Products Co	310 Vernon Avenue	South Barre	MA	01074	(978) 355-3549	
Northeast Distributors Inc	21 Ventura Drive	North Dartmouth	MA	02747	(508) 998-8300	
Northeast Distributors Inc	210 Essex Street	Whitman	MA	02382	(781) 447-0073	
Northland Forest Products Inc	14 Hardwick Road	Hardwick	MA	01037	(413) 477-0902	
Noysa Home Improvement Center	68 Loring Avenue	Salem	MA	01970	(978) 740-0543	
One Stop Building Supply Center	2343 Purchase Street	New Bedford	MA	02746	(508) 999-4551	
One Way Lumber	297 Highland Avenue	Salem	MA	01970	(978) 745-7411	
O'Reilly Inc	462 Plain Street	Marshfield	MA	02050	(781) 834-2260	
Osborn Distribution Company	558 Dutton Road	Sudbury	MA	01776	(978) 443-7411	
Pelletier's Ace Home Center	95 Pearson Boulevard	Gardner	MA	01440	(978) 630-5464	
Pelletier's Building Supply Company	133 Water Street	Fitchburg	MA	01420	(978) 345-2541	
Plywood Plus	600 Park Avenue	Worcester	MA	01603	(508) 831-9900	
Prime Source Building Products	333 Manley Street	West Bridgewater	MA	02379	(508) 436-6100	(508) 436-6113
R & R Sales Inc	944 Dorchester Avenue	Boston	MA	02125	(617) 265-0440	
R & T Lumber	52 Heritage Road	Quincy	MA	02169	(617) 472-5429	
Ralph A Esty & Sons Inc	441 Main Street	Groveland	MA	01834	(978) 374-0333	
Reading Lumber Co	110 Main Street	North Reading	MA	01864	(978) 664-5757	
Restore the Boston	10 Harvard Avenue	Boston	MA	02121	(617) 288-8400	
Rocky's Ace Hardware	295 Pulaski Boulevard	Bellingham	MA	02019	(508) 883-2068	
Rocky's Ace Hardware	638 Chandler Street	Worcester	MA	01602	(508) 363-4680	
Rome Building Products Inc	18 Sherman Street	Worcester	MA	01610-2318	(508) 754-1792	
Ryan Builders Supply	41 McDonald Street	Dedham	MA	02026	(800) 329-4849	
Sampson Lumber Co	181 Mattakeesett Street	Pembroke	MA	02359	(781) 294-8033	
Saxonville USA	27 Union Avenue	Sudbury	MA	01776	(978) 443-5303	
Sisco Orrin Lumber	632 Howe Street	East Brookfield	MA	01515	(508) 867-7576	
Sockol Building Materials Corporation	611 Greendale Avenue	Needham	MA	02492	(781) 449-1785	
SRW Contractors Supply Inc	206 Mystic Avenue	Medford	MA	02155	(781) 395-9093	
SRW Contractors Supply Inc	95 Woodrock Road	Weymouth	MA	02189	(781) 337-0555	
Stone & Berg Lumber Co	99 Stafford Street	Worcester	MA	01603	(508) 755-1261	
Sudbury Lumber Company	28 Union Avenue	Sudbury	MA	01776	(978) 443-1680	
Tango & Assoc Remodeling Center	7 Applegate Lane	Reading	MA	01867	(781) 944-8100	
Taylor Lumber	2075 Ocean Street	Marshfield	MA	02050	(781) 834-7921	

Company	Address	City	State	Zip	Telephone	Fax
TIBO Lumber	290 Broadway	Methuen	MA	01844	(978) 683-1760	
Timber Trading Inc	65 James Street	Worcester	MA	01603	(508) 755-1555	
Tradewood Corporation	691 Washington Street	Attleboro	MA	02703	(508) 399-6280	
Trend-Lines	135 American Legion Highway 1	Revere	MA	02151	(781) 853-0900	
United Builders Supply Co Inc	40 Waverly Street	Framingham	MA	01702	(781) 237-6330	
Vaughn Plywood Corporation	90 Stoney Brook Circle	Duxbury	MA	02332	(781) 585-8575	
Village Lumber Co	1 Phillips Street	Westborough	MA	01581	(508) 366-8222	
W.E. Aubuchon	95 Aubuchon Road	Westminster	MA	01473	(978) 874-0521	
Wachusett Lumber	87 Main Street	Rutland	MA	01543	(508) 886-2921	
Waldo Brothers Co	202 Southampton Street	Boston	MA	02118	(617) 445-3000	
Warren Trask Co	40 Evans Avenue	Stoughton	MA	02072	(781) 341-2426	
Wedeco Building Products Co	525 Franklin Street	Melrose	MA	02176	(781) 662-9180	
Williams Lumber Co Inc	62 Weir Street	Taunton	MA	02780	(508) 824-5896	
Wilmington Builders Supply co	334 Main Street	Wilmington	MA	01887	(978) 658-4620	
Wood Ventures Inc	123 East Grove Street	Middleboro	MA	02346	(508) 947-2353	
Wood Ventures Lumber	6 Main Street	Kingston	MA	02364	(781) 585-5400	

1.2 CONTACT INFORMATION FOR DISTRIBUTORS, MANUFACTURERS' REPRESENTATIVES, PRODUCT DEALERS, WHOLESALERS FOR CABINETRY

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
A J Monti Fabricating	Fb	9 Bonazzoli Avenue	Hudson	MA	01749	(978) 562-7067		
A Kitchen Magician	Rm	212 Everett Street	Middleboro	MA	02346	(508) 946-1884		
Aberjona Kitchen Centre	Ds	3 Aberjona Drive	Woburn	MA	01801	(781) 932-1906		
Accent Kitchens of Boston	Ds	169 Chelsea Street	East Boston	MA	02128	(617) 561-0504		
Acton Kitchen and Bath	Ds	56 Powdermill Road	Acton	MA	01720	(978) 897-1188		
Acton Woodworks	Fb	2 School Street	Acton	MA	01720	(978) 263-0222		
Adams Kitchens Inc	Ds	125 Main Street	Stoneham	MA	02180	(781) 438-5065		
Advanced Kitchen Interiors Supply	Ds	419 Lincoln Street	Marlborough	MA	01752	(508) 481-5656		
Advantage Kitchens	Ds	56 Ramsdell Street	Newton	MA	02461	(617) 527-6633		
Alabiso Jack Woodworking	Fb	2 Lexington Street	East Boston	MA	02128	(617) 561-0770		
All American Cabinetry Co	Wh	60 Railroad Street	Haverhill	MA	01835	(978) 469-9600		
Amigo Woodworking & Restoration	Fb	574 Boston Avenue	Medford	MA	02155	(781) 391-5656		
Andrew's Home Improvement	Rm	2333 Massachusetts Avenue	Cambridge	MA	02140	(617) 661-8886		
Anthony Manufacturing Co	Fb	14 Thorndike Street	Everett	MA	02149	(617) 389-5800		
Antonio Sciarratta & Sons	Fb	134 New Boston Street	Woburn	MA	01801	(781) 935-9494		
Anvak Woodcraft Inc	Fb	490 Ferry Street	Malden	MA	02148	(781) 322-7037		
Arclinea Boston	Ds	2014 Massachusetts Avenue	Cambridge	MA	02140	(617) 876-9888	(617) 876-1050	info@arclineaboston.com
Aristokraft	Wh	275 Circuit Street	Hanover	MA	02339	(781) 878-8233		
Arsenal Cabinet & Woodcraft Inc	Fb	217 California Street	Newton	MA	02458	(617) 969-5444		
ASAP Millwork Installations	Rm	20 Henry Avenue	Somerville	MA	02144	(617) 628-7733		
ASAP Millwork Installations	Rm	22 Green Street	Woburn	MA	01801	(781) 938-7122		
Ashland Cabinet	Ds	15 Homer Avenue	Ashland	MA	01721	(508) 881-1848		
Ashland's Custom Kitchens Inc	Wh	31 Ashland Street	Haverhill	MA	01830	(978) 372-3414		
Atlantic Cabinet Fronts	Fb	120 Drake Road	Burlington	MA	01803	(781) 221-0334		

Role Descriptions
Ds – Distributor/Product Dealer
Fb – Fabricator/Manufacturer
Mr – Manufacturer's Representative
Rm – Remodeller or Builder
Wh – Wholesaler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Atlantic Cabinet Fronts	Fb	207 Temple Road	Waltham	MA	02452	(781) 899-0118		
Atlantic Home Improvement Co	Rm	498 Sumner Street	East Boston	MA	02128	(617) 569-6933		
Autograph Kitchen & Bath	Ds	17 Alpine Lane	Chelmsford	MA	01824	(978) 256-1222		
Barbosa Cabinet Maker	Fb	155 Middlesex Street	Lowell	MA	01852	(978) 937-2098		
Bardi's Woodwork Shop	Rm	55 Pond Street Suite 3	Waltham	MA	02451	(617) 527-3172		
Barry Page Inc	Mr	70 West Oakland Avenue	Doylestown	PA	18901	(215) 340-9290	(215) 340-0954	
Bartucca Structures	Rm	970 West Street	Walpole	MA	02081	(508) 668-4781		
Baystate Woodworking	Rm	183 Cordaville Road	Ashland	MA	01721	(508) 881-9880		
Beckford Woodworking	Fb	359 Washington Street	Malden	MA	02148	(781) 322-2302		
Belmont Kitchens	Ds	240 Trapelo Road	Belmont	MA	02478	(617) 484-4150		
Benedetto Woodworking	Rm	59 Fountain Street	Framingham	MA	01702	(508) 620-0040		
Better Cabinet Distributors	Ds	2 Foundry Industrial Park	Lowell	MA	01852	(978) 458-8771		
Blanchard Woodworking	Rm	65 Brook Street	Holliston	MA	01746	(508) 429-7210		
Boston Building Materials Coop	Ds	100 Terrace Street	Boston	MA	02120	(617) 442-2262		
Boston Custom Mill Works	Fb	18 Alley Street Unit B	Lynn	MA	01902	(781) 596-8220		
Boston Design Centre	Ds	One Design Center Place	Boston	MA	02210	(617) 338-5427		
Boston Kitchen	Ds	134 Water Street	Wakefield	MA	01880	(781) 245-3880		
Boucher Denis	Rm	338 Pond Street	Dunstable	MA	01827	(978) 250-9493		
Builders Supply Distributors	Ds	172 Great Road	Acton	MA	01720	(978) 263-1403		
Building Products Inc	Ds	119 Braintreet Street Unit 107	Allston	MA	02134	(617) 782-5042		
Bulldog Woodworking Co	Fb	22 Elkins Street 4th Floor	South Boston	MA	02127	(617) 269-3987		
C Pizzano & Son	Fb	288 Columbus Avenue	Boston	MA	02116	(617) 536-8657		
Cabinets by Craven	Ds	22 West Meadow Road	West Townsend	MA	01474	(978) 597-6376		
Cabinets Plus	Ds	34 Calvin Road	Watertown	MA	02472	(617) 924-7471		
Camio Cabinetry	Fb	143 Moore Road	Weymouth	MA	02189	(781) 340-7474		
Carbeau Custom Kitchens Inc	Rm	56 Ramsdell Street	Newton	MA	02461	(617) 527-6300		
Carefull Construction Co	Rm	6016 Willow Road	Wellesley	MA	02481	(781) 235-3390		
Carole Industries Inc	Ds	215 Salem Street	Woburn	MA	01801	(781) 933-3339		

Role Descriptions
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Mr – Manufacturer's Representative
Rm – Remodeller or Builder
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Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Carpentry Services Inc	Rm	555 Chestnut Street	Ashland	MA	01721	(508) 881-5520		
Central New England Distributing	Ds	200 SouthWest Cutoff	Northborough	MA	01532	(508) 351-9921		
Central New England Distributors	Ds	223 Main Street	Woburn	MA	01801	(781) 933-7848		
Christopher Peacock Cabinetry	Rm	One Design Center Place	Boston	MA	02210	(617) 204-9292		
Clark & Mc Comas Woodworking	Fb	561 Windsor Street	Somerville	MA	02143	(617) 623-3505		
Classic Cabinetry Ltd	Fb	607 Main Street	Stoneham	MA	02180	(781) 438-8020		
Classic Kitchens & Baths	Ds	443 Lincoln Street	Lexington	MA	02421	(781) 861-6353		
Clive Christian Boston	Rm	One Design Center Place	Boston	MA	02210	(617) 443-4300		
Closettec	Fb	55 Carnegie Row	Norwood	MA	02062	(781) 769-9997		
Coletti Kitchens	Fb	361 Plymouth Street	Halifax	MA	02338	(781) 293-7200		
Commonwealth Custom Kitchens	Ds	325A New Boston Street	Woburn	MA	01801	(781) 933-2754		
Concord Kitchen & Bath Plus	Ds	801 Main Street, Suite 7	Concord	MA	01742	(978) 287-0444		
Concord Kitchen Bath and Remodeling	Rm	19 Purcell Drive	Chelmsford	MA	01824	(978) 250-9898		
Counter Productions	Rm	103 Liberty Street	Brockton	MA	02301	(508) 587-0416		
Cradock Woodworking	Fb	65 East Cottage Street	Dorchester	MA	02125	(617) 265-7135		
Craftsmann-Shipp Builders	Rm	485 Elliott Street	Beverly	MA	01915	(978) 922-9043		
Creative Cabinets	Fb	103 East Central	Worcester	MA	01605	(508) 799-5511	(508) 753-6865	
Creative Designs in Kitchens	Ds	132 Great Road	Stow	MA	01775	(978) 897-9920		
Creative Kitchen & Bath	Ds	204 Lynnway	Lynn	MA	01901	(781) 592-4001		
Creative Kitchens & Baths	Ds	50 West Main Street	Ayer	MA	01432	(978) 772-7588		
Creative Wood Designs	Fb	38 Lowell Road	Westford	MA	01886	(978) 682-7900		
Crescent Joinery	Fb	2 Powder Mill Road	Maynard	MA	01754	(978) 897-7776		
Cuccaro Associates Inc	Wh	2 Wesleyan Ter.	Shrewsbury	MA	01545	(508) 842-4660		
Cuccaro Associates Inc.	Mr	2 Wesleyan Terrace	Shrewsbury	MA	01545	(508) 842-4660		
Custom Carpentry	Fb	113 Princeton Street	North Chelmsford	MA	01863	(978) 251-3605		
Custom Classic Cabinets	Wh	687 Lowell Street Unit 6B	Methuen	MA	01844	(978) 685-5030		
Custom Laminations Inc	Fb	1012 Westford Street	Lowell	MA	01851	(978) 452-9887		
Custom New England	Rm	46 West Main Street	Norton	MA	02766	(508) 286-9069		

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Dalia Kitchen Design	Ds	1 Design Centre Pl, Unit 643	Boston	MA	02210	(617) 482-2566		
Dampolo Construction	Rm	2 Dianne Road	Stoneham	MA	02180	(781) 438-9588		
Daniels Harry	Rm	22 Elkins Street	Boston	MA	02127	(617) 269-3987		
Darcy Design Construction Inc	Rm	233 Cochituate Road	Framingham	MA	01701	(508) 626-8833		
Dave Reitano Remodeling & Building	Rm	56 Pleasant Street	Methuen	MA	01844	(978) 688-3944		
David Peters Custom Cabinetry	Fb	25 James Street	Malden	MA	02148	(781) 397-1900		
Dedham Cabinet Shop Inc	Ds	928 Providence Highway Rear	Dedham	MA	02026	(781) 326-4090		
Degmar Development Corp	Ds	404 Middlesex Road, Suite 1	Tyngsboro	MA	01879	(978) 649-8570		
Designer Cabinetry	Fb	1069 Washington Street	Newton	MA	02465	(617) 244-3993		
Designing Kitchens	Ds	246 Main Stret	North Reading	MA	01864	(978) 276-3230		
Diak Corp	Fb	561 Windsor Street	Somerville	MA	02143	(617) 776-7714		
Dimitris Crafts	Fb	561 Windsor Street	Somerville	MA	02143	(617) 625-0440		
Direct Kitchen Distributors	Ds	70 Main Street	Melrose	MA	02176	(781) 979-0074		
Dogwood Design	Fb	574 Boston Avenue	Medford	MA	02155	(617) 620-7370		
Dolche Vita Kitchens & Bath	Ds	583 Worcester Road	Natick	MA	01760	(508) 655-4944		
Dorff Richard General Contracting & Cabinet Making	Fb	7 Noble Court	Boston	MA	02128	(617) 561-7647		
Dracut Kitchen & Bath	Ds	1633 Bridge Street	Dracut	MA	01826	(978) 453-3869		
Drake Cabinet & Remodeling Inc	Rm	401 Lowell Street Rear	Lexington	MA	02420	(781) 862-2250		
Dutchcraft Cabinet Fronts	Fb	3 Forrester Road	Wakefield	MA	01880	(781) 245-3720		
Dynacraft Kitchen Cabinet	Fb	181 Kennedy Drive	Malden	MA	02148	(781) 321-5859		
Dzigns Inc	Rm	14 Roberts Road	Plymouth	MA	02360	(508) 746-1672		
E L Rouse & Son	Rm	6 Bishop Lane	Rockland	MA	02370	(781) 982-9716		
E W Designs	Fb	5 Minton Road	Billerica	MA	01821	(978) 667-8032		
East Bridgewater Cabinet	Fb	225 Washington Street	East Bridgewater	MA	02333	(508) 690-1115		
East Coast Architectural Inc	Fb	89 Pearl Street Unit 4	Braintree	MA	02184	(781) 849-0450		
Eastern Woodworks	Fb	58 Pulaski Street	Peabody	MA	01960	(978) 531-7199	(978) 531-7133	

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Euro-Plus Design	Rm	92 Meetinghouse Circle	Needham	MA	02492	(781) 444-5583		
Fabrizio Wood Products	Fb	14 Garvey Street	Everett	MA	02149	(617) 389-3535		
Facelifts	Rm	45 Dix Street	Lowell	MA	01852	(978) 459-7111		
Fine Line Woodworking	Fb	972 Massachusetts Avenue	Boxborough	MA	01719	(978) 263-4322		
Finish Line Woodworking	Fb	18 Benefit Street	Waltham	MA	02453	(781) 736-0073		
Fittings Inc	Ds	380 Boylston Street Unit 2	Boston	MA	02116	(617) 267-8250		
Fittings Inc	Ds	276 Shawmut Avenue	Boston	MA	02118	(617) 350-0001		
Fleur De Lys Fine Cabinetry	Wh	164 Milk Street Unit 3	Wesborough	MA	01581	(508) 366-7606		
Franklin Field Lumber Co	Ds	28 Talbot Avenue	Dorchester	MA	02124	(617) 282-1740		
Garofano Custom Cabinetry	Fb	83 Alexander Road Suite 8	Billerica	MA	01821	(978) 663-3201		
Gerrity Co	Fb	90 Oak Street	Newton	MA	02464	(617) 244-1400		
Gilbert's Remodeling	Rm	171 Methuen Street	Lowell	MA	01850	(978) 459-8833		
Glenwood Kitchen USA	Ds	5 Nagog Park	Acton	MA	01720	(978) 263-2802		
Goodman Murray	Rm	570 Fellsway East	Malden	MA	02148	(781) 322-4990		
Guy Borci Building & Remodeling	Rm	68 Carroll Road	North Grafton	MA	01536	(508) 839-9796		
Halco Kitchens	Ds	650 Broadway	Malden	MA	02148	(781) 324-6462		
Hamlin Cabinets	Fb	112 Pond Street	Norfolk	MA	02056	(508) 384-6010		
Hannaco Building & Remodeling	Rm	41 Beacon Street	Framingham	MA	01701	(508) 879-7211		
Harbor Kitchen & Bath Centre	Ds	24 Route 119	Groton	MA	01450	(978) 448-9334		
Harrison Supply Co	Ds	1011 Harrison Avenue	Boston	MA	02119	(617) 442-7200		
Heritage Cabinets Inc	Ds	17 Leominster Road	Shirley	MA	01464	(978) 425-2030		
Highgrade Cabinet Co	Ds	183 Cordaville Road	Ashland	MA	01721	(508) 881-8001		
Howard Cabinetry & Home	Fb	2 Powder Mill Road	Maynard	MA	01754	(978) 461-0565		
Interior Designs	Fb	34 Station Road	Sudbury	MA	01776	(978) 443-7446		
J & J Builders	Rm	214 Hampstead Street	Methuen	MA	01844	(978) 681-5368		
J S International Inc	Wh	103 Old Colony Drive	East Taunton	MA	02718	(508) 977-2400		
Jackson Lumber	Wh	234 Primrose Street	Haverhill	MA	01830	(978) 372-7727		
Jackson Lumber and Millwork	Ds	215 Market Street	Lawrence	MA	01843	(978) 686-4141		

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Jannco Design & Build	Fb	1 Winn Street	Burlington	MA	01803	(781) 221-5635		
Jem Manufacturing	Fb	61 Endicott Street Unit 27	Norwood	MA	02062	(781) 255-0598		
JHL Distributors	Wh	11 Box Car Boulevard	Tewksbury	MA	01876	(978) 640-9314		
JMD Remodeling	Rm	83 East Water Street	Rockland	MA	02370	(781) 871-4448		
Joel Bitton Interiors	Fb	128 New Boston Street Unit D	Woburn	MA	01801	(781) 935-9119		
John H Morgan & Associates	Mr	3800 Timber View Way	Baltimore	MD	21136	(410) 526-4900		jhmorgan@crols.com
John I Murphy & Co	Ds	1432 Washington Street	Holliston	MA	01746	(508) 429-7544		
John J English Contractors Inc	Rm	3 Observatory Road	Methuen	MA	01844	(978) 685-2676		
Jordan Woodworking Inc	Fb	20 Mill Lane	Braintree	MA	02184	(781) 849-3137		
Jules Gourdeau Inc	Fb	94 Corning Street	Beverly	MA	01915	(978) 922-0102		
K C Woodworking	Fb	1130 East Street	Tewksbury	MA	01876	(978) 640-0098		
Ken's Custom Cabinets	Fb	26 Chase Avenue	Pepperell	MA	01463	(978) 433-5775		
Kickspace Inc	Ds	225 California Street	Newton	MA	02458	(617) 527-8788		
Kitchen & Bath Creations	Rm	848 Washington Street	East Weymouth	MA	02189	(781) 337-2563		
Kitchen America	Ds	389 Worcester Road	Framingham	MA	01701	(508) 620-7300		
Kitchen Associates Inc	Fb	76 Leominster Road	Sterling	MA	01564	(978) 422-3322	(978) 422-6990	
Kitchen Center-Framingham Inc	Ds	1 Edgell Road, Suite 7	Framingham	MA	01701	(508) 875-4004		
Kitchen Designs Unlimited	Ds	270 Littleton Road Suite 16	Westford	MA	01886	(978) 392-0099		
Kitchen Engineering Inc	Ds	31 Belmont Street	Cambridge	MA	02138	(617) 492-0700		
Kitchen Interiors	Ds	251 Worcester Road	Natick	MA	01760	(508) 655-4138		
Kitchen Kabinet Warehouse Outlet	Wh	911 Main Street	Woburn	MA	01801	(781) 937-3939		
Kitchen Loft	Ds	85 Railroad Avenue	Duxbury	MA	02332	(781) 934-5611		
Kitchen Works	Ds	77 Great Road	Acton	MA	01720	(978) 263-9898		
Kitchen Works	Ds	32 Orvis Road	Arlington	MA	02474	(781) 643-4545		
Kitchens 1	Rm	250 Canal Street	Lawrence	MA	01840	(978) 687-9500		
Kitchens by Joseph	Ds	38 Thoreau Street	Concord	MA	01742	(978) 369-2536		
Kitchens by Lombco	Ds	1445 Main Street	Tewksbury	MA	01876	(978) 858-0700		

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Kitchens by Russ	Rm	687 North Bedford Street	East Bridgewater	MA	02333	(508) 378-7474		
Kitchens by the Inch	Wh	505 East 6th Street	South Boston	MA	02127	(617) 268-5284		
Kitchens Etc	Ds	221 Worcester Road	Framingham	MA	01701	(508) 879-3377		
Kleinowskis Brothers	Fb	652 North Cary Street	Brockton	MA	02302	(508) 583-7881		
Kochman Reidt & Haigh	Fb	37 Stanton Road	Brookline	MA	02445	(617) 731-2279		
Kramer's Custom Kitchens	Rm	3 Kuniholm Drive	Holliston	MA	01746	(508) 429-9007		
Kustom Counters	Rm	1057 Main Street	Hanson	MA	02341	(781) 293-1049		
Kustom Counters	Rm	59 Pleasant Street	Randolph	MA	02368	(781) 681-6662		
L A Builders Inc	Rm	9 Ashley Road Unit A	Southborough	MA	01772	(508) 485-1106		
L W Holton Co	Wh	2 Maple Street	Essex	MA	01929	(978) 768-6636		
Lamitek	Fb	30 Eustis	Boston	MA	02118	(617) 442-1100		
Lamore Associates	Wh	1501 Main Street Suite 55	Tewksbury	MA	01876	(978) 640-0667		
Lee Kimball Kitchens Inc	Ds	70 Canal Street	Boston	MA	02114	(617) 227-0250		
Limitless Design Corp	Fb	1155R Massachusetts Avenue	Arlington	MA	02476	(781) 648-1600		
Linden Woodworking Inc	Fb	24 Linden Place	Whitman	MA	02382	(781) 447-2578		
Lissa Coolidge Woodworking	Fb	81 River Street	Acton	MA	01720	(978) 263-2661		
Lista International Corp	Ds	106 Lowland Street	Holliston	MA	01746	(508) 429-1350		
M D Cabinetry	Rm	340 Manley Street	West Bridgewater	MA	02379	(508) 580-0711		
M N Craftsmen	Fb	110 Cordaville Road	Ashland	MA	01721	(508) 881-6785		
Maisons Inc	Rm	21 Progress Avenue	Chelsmford	MA	01824	(978) 250-8336		
Mangino Woodworking Inc	Fb	3 Prescott Street	Somerville	MA	02143	(617) 628-6080		
Mark L Clifford General Contractor	Rm	23 True Road	Salisbury	MA	01952	(978) 462-9899		
Marketing East Corp	Ds	475 Winter Street	Waltham	MA	02451	(781) 622-3930		
Marquis Cabinet Making	Fb	12 Summit Road	Watertown	MA	02472	(617) 266-6363		
Mass Cabinets	Fb	325 New Boston Street	Woburn	MA	01801	(781) 395-6277		
Masterpiece Kitchen & Bath Inc	Ds	1005 Chestnut Street	Newton	MA	02464	(617) 965-7858		
Mede Custom Kitchen & Baths	Rm	178 Park Street	North	MA	01864	(978) 276-1441		

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			Reading					
Metropolitan Cabinet Distributors	Ds	345 University Avenue	Westwood	MA	02090	(781) 326-8900	(781) 326-7486	
Meyer Laminates N.E. Inc.	Ds	471 Eastern Avenue	Malden	MA	02148	(781) 324-7620		
Meyer Laminates N.E. Inc.	Ds	51 Concord Street	North Reading	MA	01864	(978) 664-5775		
Michael O'Shea Cabinet Makers	Fb	263 Walden Street	Cambridge	MA	02138	(617) 864-8877		
Mike Traffie Custom Cabinetry	Fb	421 Jones Hill Road	Ashby	MA	01431	(978) 386-7966		
Milford Woodworking Co	Fb	294 West Street	Milford	MA	01757	(508) 473-2335		
Milldam Woodworks	Fb	10 Wright Avenue	Concord	MA	01742	(978) 287-4533		
Modern Laminated Products	Fb	87 New Salem Street	Wakefield	MA	01880	(781) 245-2040		
Morse Construction Inc	Fb	57 Central Street	Somerville	MA	02143	(617) 666-4460		
Mr 2nds Bargain Outlet	Ds	260 Eastern Avenue	Malden	MA	02148	(781) 324-0774		
Mullen Sales Inc	Mr	40 High Street	Farmington	CT	06032-2315	(860) 677-5541	(860) 677-1226	RickMullen@aol.com
Mulvaney Cabinet	Fb	10 Brookside Road	Braintree	MA	02184	(781) 843-4944		
National Lumber Co	Wh	71 Maple Street	Mansfield	MA	02048	(508) 337-8020		
Nelson Co	Fb	574 Boston Avenue	Medford	MA	02155	(781) 391-8989		
Nelson Remodeling	Rm	49 Underwood Avenue	Framingham	MA	01702	(508) 872-0447		
New England Representatives	Wh	811 Washington Street	Pembroke	MA	02359	(781) 826-0066		
New England Woodworks	Fb	21 Eliot Street	Natick	MA	01760	(508) 655-8808		
Newbury Kitchens	Ds	174 Newbury Street	Boston	MA	02116	(617) 247-1234		
Nicholas C Sarris Inc	Ds	87 Pevey Street	Lowell	MA	01851	(978) 458-9762		
No Nail Woodworking	Fb	67 Maplewood Street	Malden	MA	02148	(781) 321-7152		
North Bridge Woodworking	Fb	Building 7, Unit 2	Pepperell	MA	01463	(978) 433-0148		
Northeast Home & Energy	Rm	21 North Main Street	North Grafton	MA	01536	(508) 756-9747		
NRG Associates	Mr	107 Yorktown Drive	Mount Laurel	NJ	08054-2821	(856) 778-0649	(856) 727-0602	www.nrgwoodcomponents.com
Nu-Form Kitchen	Ds	158 Broadway Rear	Malden	MA	02148	(781) 321-2507		
O'Brien III Construction Inc	Rm	4 Jonathan Lane	West	MA	01474	(978) 597-6321		

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			Townsend					
Olive Square Kitchens	Ds	9 Olive Square	Somerville	MA	02143	(617) 666-8500		
Olson & Russo Cabinet Making	Wh	324 Howard Street	Rockland	MA	02370	(781) 792-0705		
Orban Contracting	Rm	1814 Commercial Street	Weymouth	MA	02189	(781) 340-1947		
Oscar's Woodworking	Fb	24 Orleans Street	East Boston	MA	02128	(617) 567-7609		
P J's Woodworking	Fb	564 East 1st Street	South Boston	MA	02127	(617) 269-8098		
Packard's Kitchens	Ds	264 Cambridge Street	Burlington	MA	01803	(781) 229-0425		
Paul J Malcolm Construction	Rm	6 Corey Drive	Peabody	MA	01960	(978) 535-9270		
Penny Pincher	Ds	481 Main Street	Waltham	MA	02452	(781) 891-9598		
PMH Custom Woodworking	Fb	58 Staples Street	Billerica	MA	01821	(978) 439-9966		
Pratt Woodworking	Rm	109 Sandini Road	Marlborough	MA	01752	(508) 481-1557		
Preferred Kitchens	Ds	1 Melvin Street Unit R	Wakefield	MA	01880	(781) 246-8220		
Professional Home Improvement	Rm	56 Agnes Drive	Framingham	MA	01701	(508) 877-9265		
Pro-Stock Kitchens	Ds	660 Richardson Road	Ashby	MA	01431	(978) 386-1040		
Quaker Maid of New England	Fb	70 Canal Street	Boston	MA	02114	(617) 227-0250		
Quality Woodworking	Fb	410 Great Road	Littleton	MA	01460	(978) 952-8488		
R & R Sales Inc	Wh	944 Dorchester Avenue	Boston	MA	02125	(617) 265-0440		
R G Shakour Inc	Fb	254 Boston Turnpike Road	Westborough	MA	01581	(508) 366-8282		
R S Herbert Building & Remodeling	Rm	102 Adams Avenue	North Andover	MA	01845	(978) 686-0786		
Rangine Corp	Fb	114 Union Street	Millis	MA	02054	(508) 376-4545		
Ray's Cabinet Shop Inc	Fb	153 Foundry Street	Wakefield	MA	01880	(781) 245-0428		
Remodeling World	Rm	950 North Main Street	Randolph	MA	02368	(781) 963-8885		
Ricciuti Woodworks	Fb	1165 Massachusetts Avenue Rear	Arlington	MA	02476	(781) 648-3223		
Richard Cohen	Fb	24 Webster Avenue	Somerville	MA	02143	(617) 666-8390		
Richard M Davis Builders Inc	Rm	186 Cocasset Street	Foxboro	MA	02035	(508) 543-4885		
Richmond Furniture Manufacturing	Fb	564 East 1st Street	South Boston	MA	02127	(617) 269-1921		
Ritval Mati T	Rm	30 Lawrence Street	Framingham	MA	01702	(508) 872-7044		

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Rivco	Rm	8 Harding Street	Middleboro	MA	00246	(508) 946-4311		
Rivco	Rm	76 Otis Street	Westborough	MA	01581	(508) 836-4650		
Riverside Woodworking	Rm	114 Union Street	Millis	MA	02054	(508) 376-4926		
Robert G Whitehorn Co	Fb	526 Franklin Street	Melrose	MA	02176	(781) 662-9085		
Rodolfo Co	Wh	2843 Cranberry Highway	Wareham	MA	02571	(508) 295-7645		
Rosario Cabinets	Fb	51 East Street	Dedham	MA	02026	(781) 329-0639		
Russ's Custom Cabinets	Fb	23 Columbia Street	Swampscott	MA	01907	(781) 593-9771		
Sabco Industries	Fb	59 Waite Street Ext	Malden	MA	02148	(781) 321-2507		
Scandia Kitchens Inc	Fb	38 Maple Street	Bellingham	MA	02019	(508) 966-0300		
Seimatic Corp	Fb	1 Design Centre Pl, Unit 629	Boston	MA	02210	(617) 423-0515		
Sherwood Kitchens	Rm	50 Winchester Street Unit 13	Newton Highlands	MA	02461	(617) 965-4820		
Signature Kitchens	Ds	475 Winter Street	Waltham	MA	02451	(781) 622-3922		
Smart Carpentry	Fb	259 Edenfield Avenue	Watertown	MA	02472	(617) 926-1316		
Solid Surfaces Unlimited	Wh	853 North Main Street Unit 201	Leominster	MA	01453	(978) 537-6457		
Spigot	Ds	255 Beacon Stret	Somerville	MA	02143	(617) 666-2555		
Stanley & Sons Inc	Rm	31 Winchester Street	Newton	MA	02461	(617) 969-0010		
Sticks & Stones	Ds	2 Arlington Street	Boston	MA	02116	(617) 247-8004		
Stulgis & Pigott	Fb	24 Webster Avenue Unit 1	Somerville	MA	02143	(617) 625-2080		
Suburban Floor & Wall Craft	Ds	121 Massachusetts Avenue	Lexington	MA	02420	(781) 862-9881		
Sudbury Kitchen	Ds	59 Union Avenue	Sudbury	MA	01776	(978) 443-8288		
Taylor Woodworking	Fb	574 Boston Avenue	Medford	MA	02155	(781) 393-9191		
Ted Comstock	Fb	574 Boston Avenue	Medford	MA	02155	(781) 393-9080		
Tedesco Kitchens	Ds	470 Franklin Street	Melrose	MA	02176	(781) 662-7080		
Tielsa Kitchens	Ds	175 New Boston Street Unit F	Woburn	MA	01801	(781) 935-5290		
Tom Krueger Fine Wood Working	Fb	256 Marginal Street Unit 11	East Boston	MA	02128	(617) 568-3001		
Triple M Marketing LLC	Mr	53 Riverford Road	Brookfield	CT	06804	(203) 740-8887	(203) 740-8897	triplemmarketing@yahoo.com
United Handyman Service	Rm	200 Andover Street	Wilmington	MA	01887	(978) 988-9291		

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United Roberts Home Improvement Inc	Rm	29 Independence Avenue	Quincy	MA	02169	(617) 328-3230		
Uxbridge Cabinet Center	Fb	706 Quaker Highway	Uxbridge	MA	01569	(508) 278-6551		
Victoria's Kitchen Gallery	Wh	315 Mystic Avenue	Medford	MA	02155	(781) 395-9718		
Wakefield Kitchen & Bath	Ds	24 Vernon Street	Wakefield	MA	01880	(781) 246-0745		
Wallace Construction & Remodeling	Rm	171 Concord Street Unit 2	Framingham	MA	01702	(508) 820-1589		
Waltham Millwork Corp	Fb	83 Louise Road	Belmont	MA	02478	(617) 484-1077		
Weaver Woodworking	Fb	24 Washburn Street	Watertown	MA	02472	(617) 923-4448		
Weston Kitchens	Ds	868 Worcester Street	Wellesley	MA	02482	(781) 237-7100		westonkitc@aol.com
Whitcomb Brothers	Fb	299 Hill Road	Boxborough	MA	01719	(978) 263-6424		
Wickes Kitchens & Bath	Wh	300 Oak Street Unit 140	Pembroke	MA	02359	(781) 826-0333		
Wilfert Brothers Woodworking	Fb	22 Prentiss Road	Arlington	MA	02476	(781) 643-3800		
William H Carney	Fb	9 Howell Road	Sudbury	MA	01776	(978) 443-1756		
Wood N Works	Fb	50 Oak Street	Ashland	MA	01721	(508) 881-3286		
Woodworks	Rm	304 Taunton Avenue	Norton	MA	02766	(508) 285-6355		

Role Descriptions
Ds - Distributor/Product Dealer
Fb – Fabricator/Manufacturer
Mr – Manufacturer's Representative
Rm – Remodeller or Builder
Wh – Wholesaler

1.3 CONTACT INFORMATION FOR DISTRIBUTORS, MANUFACTURERS' REPRESENTATIVES, PRODUCT DEALERS, WHOLESALERS FOR DOORS AND WINDOWS

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
A To Z Construction Co.	Rm	468 Tucker St.	Fall River	MA	02721-3342	(508) 673-5472		
A Touch of Glass	Rm	1 Everett St	East Boston	MA	02128-2103	(617) 561-9100		
A-1 Wholesale Window Co.	Wh	836 Main St.	Worcester	MA	01610-1444	(508) 753-3632		
A-1 Window Center	Ds	4 Pond Road	Gloucester	MA	01930	(978) 283-0195		
ABC Door Systems	Ds	48 Middle Rd.	Acushnet	MA	02743-2618	(508) 995-3168		
Acushnet Door Co.	Ds	67 Hope St.	Acushnet	MA	02743-2752	(508) 995-8840		
Advanced Windows Inc	Rm	507 Crescent St.	Brockton	MA	02302-3221	(508) 580-2605		
Affordable Windows & Doors Co.	Ds	602 Washington St.	Newton	MA	02458	(617) 630-9700	(617) 630-9243	
Affordable Windows and Doors	Ds	1150 Main St.	Leicester	MA	01524	(508) 892-9304		
All-City Quality Aluminum (Windows)	Rm	1350 Acushnet Ave.	New Bedford	MA	02746-2023	(508) 992-0844		
American Awning & Windows	Rm	77 Tarkiln Hill Rd.	New Bedford	MA	02745-6306	(508) 995-6333		
American Door Sales	Ds	33 Daytona Rd	Lynn	MA	01904-1327	(781) 944-4380		
Arlington Door & Window	Rm	Lexington Street	Burlington	MA	01803	(781) 272-1195		
Atchue Door & Window	Rm	218 Shrewsbury St	Worcester	MA	01604-4629	(508) 791-8352		
Bay State Window & Door	Rm	364 Ashley Blvd.	New Bedford	MA	02745-5206	(508) 992-8847		
Bay Windows	Rm	631 Tremont Street	Boston	MA	02118	(617) 266-6670		
Biltrite Windows Co.	Rm	250 Calvary St.	Waltham	MA	02453	(781) 894-6072		
Bonney-Glen Co. (Doors)	Rm	616-Centre St.	Brockton	MA	02302-3399	(508) 586-3218		
Brothers Door & Window	Rm	34 Eugene Rd.	Burlington	MA	01803	(781) 229-1146		
Bullard Associates	Mr	16 Prescott Street Suite 200	Wellesley Hill	MA	02481	(781) 235-6866	(781) 239-0003	brimaclean@aol.com
C & D Replacement Window Co.	Rm	Commercial Street	Malden	MA	02148	(781) 324-1030		http://www/cdreplacementwindow.bizonthe.net
Capeway Aluminum & Vinyl Inc.	Rm	251 Crescent St.	Brockton	MA	02302-3194	(508) 588-3499		

Role Descriptions
Ds – Distributor/Product Dealer
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Rm – Remodeller or Builder
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Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Component Sales & Marketing Inc	Mr	2 Renwood Court	New City	NY	10956	(845) 634-1825	(845) 638-3304	merhein@aol.com
Cool-Air Inc	Mr	13 Stone Clover Drive	Saratoga Springs	NY	12866	(518) 337-5498	(518) 377-5498	coolmandw@aol.com
D & W Planning Inc.	Ds	25W Olympia Avenue	Woburn	MA	01801	(781) 935-6167	(781) 637-9838	
D M Coray Construction	Rm	313 Main St.	Acushnet	MA	02743-1557	(508) 995-5255		
Dan's Discount Window Ctr	Ds	716 W Boylston St.	Worcester	MA	01606-3039	(508) 839-7838		
Dave's Door Sales	Rm	531 Ash St.	Brockton	MA	02301-5000	(508) 559-9170		
Dependable Window & Door Spec	Rm	76 Tremont St.	Braintree	MA	02184	(781) 849-0086		
Donovan Door Svc	Rm	5 Vaughan Ave.	Worcester	MA	01603-1133	(508) 791-3424		
Door Sales Co.	Rm	45 Bank St.	New Bedford	MA	02740-1202	(508) 994-1293		
Eagle Door & Hardware	Ds	1041 Pearl St. #K1	Brockton	MA	02301-5400	(508) 588-5458		
EB Window Co.	Rm	321A Broadway	Lynn	MA	01904-2602	(781) 592-9747		
Fabricated Steel Products Corp (Doors)	Ds	35 Broad St.	Quincy	MA	02169-4603	(617) 479-5218		
Gregory S Monroe Window & Door	Rm	318 Belmont St	Brockton	MA	02301	(508) 580-0177		
Guaranteed Aluminum & Vinyl (Windows)	Rm	349 Bridge St.	Lowell	MA	01850-2499	(978) 452-2392		
Hadco Window & Door MFG Co. Inc	Fb	9 East St.	Boston	MA	02108	(617) 426-7890		
Hadco Window & Door MFG Co. Inc	Fb	175 W 5th St	South Boston	MA	02111	(617) 426-7890		
Hy-Tec Engineering	Fb	160 Quequechan St.	Fall River	MA	02723-1613	(508) 678-1171		
Industrial Sales Corp.	Mr	1175 Post Road East	Westport	CT	06880-5431	(203) 227-2988	(203) 227-2263	
Interstate Blinds & Windows	Ds	599 Main St.	Fall River	MA	02721-5385	(508) 678-5646		
J & C Adams Co. Inc.	Ds	75 New Street	Cambridge	MA	02138	(617) 491-6100	(617) 547-6513	
J B Sash & Door	Ds	280 2nd St.	Chelsea	MA	02150	(617) 884-8940	(617) 884-9288	
Lashua Door Co.	Rm	765 W Boylston St.	Worcester	MA	01606-3060	(508) 852-7376		
Liberty Window Co.	Rm	95 Elm St	Wakefield	MA	01880	(781) 932-0066		
Loader Home Improvements	Rm	423 Coggeshall St.	New Bedford	MA	02746-1758	(508) 997-3771		
Long Built Homes	Rm	158 Charles Mccombs Blvd	New Bedford	MA	02745	(508) 995-8240		

Role Descriptions
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Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Magne-Seal Door Corp	Rm	41 Sutton St.	Lynn	MA	01901-1016	(781) 284-3769		
Mark's Home Improvements	Rm	30 Earle St.	Acushnet	MA	02743	(508) 998-5735		
Mcj Manufacturing Custom Window	Fb	394 Kilburn St.	Fall River	MA	02724-2214	(508) 673-4579		
McKenna Brothers Co. (Doors)	Rm	669 Hancock St.	Quincy	MA	02170-2826	(617) 472-0996		
Milltown Door & Window	Rm	39 Upsala St.	Worcester	MA	01610-2044	(508) 791-9840		
Mitchell Associates Inc	Mr	960 Turnpike Street Unit 3-C	Canton	MA	02021-2818	(781) 828-6238	(781) 821-4326	MitchellAssociatesInc@msn.com
Monarch Replacement Windows	Rm	5 Lincoln St.	Newton	MA	02461-1526	(617) 527-4165		
New England Vinyl	Fb	14 Bennett St.	Lynn	MA	01905-3002	(781) 598-5939		
New England Window Systems Inc	Rm	32 H St	South Boston	MA	02127	(617) 269-6397		
North Atlantic Corp	Rm	1255 Gar Hwy	Somerset	MA	02726-1203	(508) 324-7700		
North East Corp	Rm	173 Stedman St	Lowell	MA	01851-2705	(978) 452-5600		
Northeast Vinyl Window	Fb	92 School St.	Quincy	MA	02169-4922	(617) 471-6900		
PDQ Building Product Sales Inc	Mr	14 Andrews Isle	Hingham	MA	02043-1901	(781) 878-8733	(781) 740-4450	ggallagherjr@attbi.com
Pella Window & Door Co.	Fb	59 Commerce Way	Woburn	MA	01801	(781) 935-4947		
Pella Window Store	Ds	1325 Airport Rd	Fall River	MA	02720-4725	(508) 676-6820		
Precision Door & Window Inc.	Rm	466 Sumner St.	East Boston	MA	02072	(617) 364-2002		
Precision Door & Window Inc.	Rm	1111 Acushnet Ave.	New Bedford	MA	02746	(508) 990-3576		
Preferred Marketing Associates	Mr	PO Box 148	Wenonah	NJ	08090	(856) 468-8510	(856) 468-9678	www.preferredmarketing.net
Prudential Door & Window Co.	Rm	35 6th Rd #3	Woburn	MA	01801	(781) 933-7472		
Ramco Manufacturing Inc.(Windows & Doors)	Wh	32 Cambridge St.	Worcester	MA	01603-2343	(508) 755-6235		
Reliable Window & Siding	Rm	348 Turnpike Street	Canton	MA	02021	(781) 821-2220		http://www.reliable.webatonce.com
Revere Aluminum Window Corp	Fb	744 Broadway	Revere	MA	02151	(781) 289-3448		
Ron & Dave's Home Improvements	Rm	430 Oliver St.	New Bedford	MA	02745	(508) 995-6206		
Samson Aluminum Door & Window Manufacturing Co. Inc.	Fb	175 West 5th Street	Boston	MA	2127-2611	(617) 268-9622		

Role Descriptions
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Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Sentry Vinyl Windows & Glass	Rm	655 Haverhill St.	Lawrence	MA	01841-4009	(978) 682-1199		
Somerville Window Co.	Rm	69 Bristol Rd	Somerville	MA	02144-1177	(617) 666-1021		
St. Sauveur Associates Inc	Mr	160 Amherst Road	Warwick	RI	02889	(401) 732-2468	(401) 738-2816	thowarthRI@aol.com
Sunshine Window Co.	Rm	145 E Berkeley St	Boston	MA	02118	(617) 350-6993		
The Buckland Sales Co	Mr	32 Sunnybrook Drive	Manchester	CT	06040-6622	(860) 643-1186	(860) 643-1188	bucklandsales@msn.com
Three Sons Home Repair Vinyl Siding & Windows	Rm	18 Munroe Ave.	Waltham	MA	02453	(781) 899-6353		http://www.threesonshomerepair.com
Tri-State Window & Door Co.	Wh	661 Quequechan St.	Fall River	MA	02721-4004	(508) 674-7122		
Vinyl Windows	Rm	100 Pearl St.	Bridgewater	MA	02324	(508) 699-6128		
Walcott Associates LLC	Mr	78 Dove Lane	Middletown	CT	06457	(860) 632-0765	(860) 632-5135	gcwalcott@aol.com

Role Descriptions
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1.4 Contact Information for Distributors, Manufacturers' Representatives, Product Dealers, Wholesalers for Flooring

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
A 1 Floor Covering	Ds	1879 Centre Street	West Roxbury	MA	02132	(617) 323-6640		
Abbey Carpet & Tile	Ds	497 Broadway	Malden	MA	02148	(781) 321-0077		
Abel Floor Covering	Ds	410 Neponset Ave	Dorchester	MA	02122-3134	(617) 288-0103		
Ace Floor Covering	Ds	705 Broadway	Somerville	MA	02144-2223	(617) 628-2514		
ALF Floors & Interiors	Ds	169 Shrewsbury Street	Worcester	MA	01604-4610	(508) 753-2415		
Andrea House of Flooring	Ds	674 Western Ave.	Lynn	MA	01905-2229	(781) 593-5667		
ARD Tile Carpet & Vinyl Co.	Ds	1609 Acushnet Ave.	New Bedford	MA	02746-2136	(508) 996-0332		
Arlington Floor Covering Co.	Ds	100 Franklin Street	Lawrence	MA	01840-1132	(978) 686-6343		
Armand's Carpet & Lineoleum Co.	Ds	1535 S Main Street #B	Fall River	MA	02724-2605	(508) 679-2745		
Arrow Floor Carpet One Outlet	Ds	619 Essex St	Lawrence	MA	01840-1044	(978) 688-7142		
Asmara Oriental Rugs	Ds	88 Black Falcon Ave # 188	Boston	MA	02210-2426	(617) 261-0222		
Atlantis Flooring Co. Inc	Ds	17 Yetten Terrace	Waltham	MA	02453	(781) 642-9776		
Backbay Hardwood Floors	Ds	21 Porter Street	Boston	MA	02128	(781) 477-2732		magma95@juno.com
Barbara's Floor Store	Ds	28 Greenwood Street	Worcester	MA	01607-1518	(508) 756-0132		
Batt Carpet Co.	Ds	560 North Street	Somerset	MA	02726-4910	(508) 678-7390		
Boston Wood Floor Supply Inc	Ds	80 Neponset Ave.	Dorchester	MA	02122	(617) 265-6088		http://www.bostonfloor.com
Braintree Rug Co.	Ds	944 Washington St	Braintree	MA	02482	(781) 843-6096		
Bridge Street Flooring	Ds	356 Bridge St	Dedham	MA	02026	(781) 326-7810		
Bruce's Carpet	Ds	930 Kempton St	New Bedford	MA	02740-1521	(508) 994-7146		
C & J Carpets & Installation	Ds	359 Robeson Street	Fall River	MA	02720-5231	(508) 677-4977		
C & M Floor Covering	Ds	474 Orchard St	New Bedford	MA	02744-1006	(508) 999-6018		
C J's Floor Covering	Ds	771 Rockdale Ave.	New Bedford	MA	02740-1562	(508) 990-2572		
Capital Floors Inc.	Ds	26 Union Street	Lynn	MA	01902-3607	(781) 595-8246		

Role Descriptions
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Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Capitol Wood Floor Covering	Ds	106 Magazine Street	Boston	MA	02119	(617) 442-1236		
Carpet Depot Plus	Ds	1127 Gar Hwy	Somerset	MA	02726-1202	(508) 677-9998		
Carpetmax - Flooring America	Ds	950 Chestnut St	Franklin	MA	02038	(508) 520-3540	(508) 528-1145	joan@carpetmax-nc.com
Central Flooring	Ds	1574 Main St	Brockton	MA	02301-7112	(508) 580-1212		
Centre Carpets	Ds	847 Beacon Street	Newton	MA	02459	(617) 244-9212		
Commercial Carpet & Tile Co.	Ds	49 Barber Ave	Worcester	MA	01606-2344	(508) 853-3499		
Concord Imports Inc	Mr	76 Junction Square Drive PO Box 1159	Concord	MA	01742	(978) 369-5550	(978) 369-3502	kipp@concordimports.com
Custom Floor Covering	Ds	1077 Main St	Leicester	MA	01524	(508) 892-8208		
David Crockett Hardwood Floors	Ds	305 Forest Street	Malden	MA	02148	(781) 324-8292		
Davison & Davison Inc	Ds	1 Design Center Pl # 410	Boston	MA	02210-2349	(617) 348-2870		
Delaware Valley Corp	Fb	500 Broadway	Lawrence	MA	01841-3002	(978) 688-6995		
Delco Flooring Co.	*Ds*	*100 Lake St*	*East Weymouth*	MA	02189	(781) 337-1138		
Dixon's Flooring	Ds	31 Lambert Street	Boston	MA	02119	(617) 427-7017		
Eastern Flooring Co.	Ds	7 Curtis Street	East Boston	MA	02128	(617) 567-9329		
Farnsworth Fibre Corp	Fb	185 Old Colony Ave.	South Boston	MA	02127-2409	(617) 269-1031		
Flint Floor Coverings Inc	Ds	1052 Pleasant Street	Fall River	MA	02723-1602	(508) 676-8701		
Floor Choice	Ds	147 Merrimack St	Lawrence	MA	011843-1601	(978) 989-9230		
Floor Contract Group Inc	Ds	430 West St	Brockton	MA	02301-4804	(508) 584-1829		
G J Daher Floor Covering	Ds	183 Esses St	Lawrence	MA	01840-1510	(978) 686-1241		
Garant Floor Covering	Ds	1801 S Main St	Fall River	MA	02724-2172	(508) 674-5410		
General Flooring Co - Weymouth	Ds	208 Main St	Weymouth	MA	02188	(781) 337-3600		
Georgia Mills Outlet Stores	Ds	1217 Grafton Street	Worcester	MA	01604-2647	(508) 791-3555		
Gross Floor Covering	Ds	125 Union St	Lynn	MA	01902-3647	(781) 595-5555		
Harney's Carpet & Linoleum	Ds	722 Summer St	New Bedford	MA	02746-1444	(508) 993-3575		
Harvard Floor Craft Co.	Ds	77 Pleasant St	Cambridge	MA	02139-4448	(617) 876-0600		
Harvey Gerstman Associates Inc	Mr	2 Irwin Court	Lynbrook	NY	11563	(516) 594-4400	(516) 594-7085	www.gerstmanasso

Role Descriptions
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Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
								ciates.com
Heritage Harwood Floors	Ds	133 Euclid Ave.	Lynn	MA	01904	(781) 599-5400		
Hoboken Wood Floors	Ds	660 Summer Street	Boston	MA	02210	(617) 426-4343		
Hokanson	Ds	1 Design Center Pl	Boston	MA	02210-2313	(617) 330-6730		
Houle's Floor Covering Center	Ds	580 Kelley Blvd	North Attleboro	MA	02760	(508) 699-8429		
Huskey Direct Floors	Ds	1455 Vfw Parkway	West Roxbury	MA	02132	(781) 329-2944		
Interface Flooring Systems Inc	Ds	308 Boylston Street	Boston	MA	02116-3917	(617) 437-1770		
Irving's Home Center	Ds	10 N Main Street	Brockton	MA	02301-3907	(508) 583-4421		
J & B Ceramic Tile	Ds	386 Kilburn Street	Fall River	MA	02724-2214	(508) 678-6334		
J & T Hardwood Floors	Ds	706 Border St	Boston	MA	02128	(617) 569-6205		
Johnnys Floors	Ds	25 Leedsville St	Boston	MA	02122	(617) 288-2511		
K C Wood Flooring	Ds	1233 Mocket St	Rockland	MA	02370	(781) 871-6807		http://www.rcwoodflooring.webatonce.com
Ken's Flooring Service	Ds	314 Bowdoin Street	Dorchester	MA	02122	(617) 436-7297		
Lyons Flooring & Design Corp	Ds	14 Union St	Woburn	MA	01801	(781) 376-9977		
Melrose Floor Covering	Ds	59 W Wyoming Ave	Melrose	MA	02176	(781) 662-0292		
Merida Meridian Inc	Fb	643 Summer St	Boston	MA	02210-2108	(617) 464-5400		
Merrimac Rug & Linoleum Co.	Ds	297 Market St	Lowell	MA	01852-1833	(978) 454-7758		
Mill City Carpet	Ds	591 Market St	Lowell	MA	01854-3805	(978) 454-2699		
Mill Direct Carpet Outlet	Ds	127 Rodney French Blvd	New Bedford	MA	02744	(508) 999-4414		
Milliken & Co.	Ds	29 Winthrop St	Charlestown	MA	02129-3332	(617) 241-8088		
Mohawk Industries Inc	Fb	59 Temple Pl # 670	Boston	MA	02111-1307	(617) 542-5122		
Monterey Carpets Inc	Ds	59 Temple Pl	Boston	MA	02111-1307	(617) 357-6565		
Morency Floor Covering Co.	Ds	1440 Purchase St	New Bedford	MA	02740	(508) 994-3111		
New Bedford Floor Covering Inc	Ds	455 Union St	New Bedford	MA	02740	(508) 996-0103		
New Bedford Tile & Carpet	Ds	1799 Acushnet Ave	New Bedford	MA	20746	(508) 998-3695		
New England Building Components Inc	Mr	151 Boston-Providence Highway	Norwood	MA	02062-2639	(781) 440-6677	(781) 440-0757	dick@buildingcomponents.com

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Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Patriot Hardwood Floors & Supplies	Ds	9 Normac Rd	Woburn	MA	01801	(781) 932-6590		
Puritan Floors Inc	Ds	558 Gorham St	Lowell	MA	01852-4021	(978) 458-6828		
Regal Floor Covering	Ds	425 Pleasant Street	Fall River	MA	02721	(508) 679-6401		
Reppucci & Sons Floor Coverings	Ds	45 Lynn field St	Lynn	MA	01904-2299	(781) 598-1109		
Ron Wiberg Associates	Mr	135 Malden Street	West Boylston	MA	01583	(508) 835-3605	(508) 835-8554	ronwiberg@aol.com
Saulnier Hardwood Floors	Ds	19 Railroad Ave	Swampscott	MA	01907	(781) 596-9582		
Specialty Floor Covering	Ds	1457 S Main Street	Fall River	MA	02724	(508) 677-0750		
Stark Carpet Corp	Fb	1 Design Center Pl. # 101	Boston	MA	02210-2504	(617) 357-5525		
T G & Son Floor Covering	Ds	144 Francis Street	Somerset	MA	02725	(508) 676-1771		
Tapis Designers Choice	Fb	1 Design Center Pl. # 439	Boston	MA	02210-2502	(617) 426-7800		
Tile Factory Inc	Ds	226 Providence Hwy	Westwood	MA	02090	(781) 329-6694		
Tile Magic	Ds	6 King St	Lynn	MA	01902	(781) 595-4257		
Tile Town & Carpet	Ds	502 Bedford Street	Fall River	MA	02720	(508) 679-3900		
Tom Rich Flooring	Ds	133 Congress St	Lowell	MA	01852-4010	(978) 459-4242		
Versatile Floor Covering Inc	Ds	393 Main St	Melrose	MA	02176	(781) 665-7700		
Walls & Floors Unlimited Inc	Ds	410 Belmont Street	Brockton	MA	02301-4940	(508) 580-3541		
Wholesale Carpet	Wh	964 Massachusetts Ave	Boston	MA	02720	(617) 783-2200		
Wholesale Floors	Wh	5 Probber Ln	Fall River	MA		(508) 646-0995		

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1.5 Contact Information for Distributors, Manufacturers' Representatives, Product Dealers, Wholesalers for Siding

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
A T Construction Corp	Rm	261 Maverick St	East Boston	MA	02128-3126	(617) 567-4046		
A-1 Roofing & Window Co.	Rm	11 Lynda Rd.	Taunton	MA	02780	(781) 769-2026		
Advance Building Siding Contr	Rm	11 Stanley Cir	Quincy	MA	02169	(617) 472-0741		
Albright Homes	Rm	82 Whiton Ave.	Quincy	MA	02169-7329	(617) 472-2619		
All Around Construction	Rm	245 Stevens St.	Lowell	MA	01851-3023	(978) 250-9113		
Aluminum Homes Inc.	Rm	1191 Washington St.	Newton	MA	02465-2122	(617) 969-6220		
Archer Siding Co.	Rm	15 Maple St.	Lynn	MA	01904	(781) 477-2900		
Arco Insulation	Rm	386 Kilburn St.	Fall River	MA	02724-2214	(508) 678-6334		
Aubin's Construction Co.	Rm	6 Nyes Ln	New Bedford	MA	02745-3911	(508) 998-1640		
B. N. Lenz Corp.	Mr	PO Box 234	Glen Head	NY	11545	(516) 671-4234	(516) 671-4273	
Bay State Aluminum Ctr	Ds	1196 County St.	Somerset	MA	02726-5140	(508) 678-2400		
Bay State General Contracting	Rm	204 Rockdale Ave.	New Bedford	MA	02740-1235	(508) 993-1300		
Bay State Home Construction Co.	Rm	5 Henshaw St	Brighton	MA	02135-2905	(617) 782-7403		
Baystate Aluminum Co.	Rm	44 Alden Rd.	Weymouth	MA	02188	(781) 335-8856		
Bilt-Well By Jeffco	Rm	70 Chiswick Rd # 20	Brighton	MA	02135-7141	(617) 739-5011		
Bob Burke Jr Siding & Windows	Rm	343 Newport Ave	Quincy	MA	02170-3307	(617) 471-6030		
Bob Burke Vinyl Siding	Rm	24 Arnold St.	Quincy	MA	02169	(617) 471-0364		
Bradco Supply Corp	Ds	5 Foundry St.	Lowell	MA	01852-5129	(978) 458-3300		
Bradco Supply Corp	Ds	270 SW Cutoff	Worcester	MA	01604-2700	(508) 792-1200		
Building Maintenance Svc Co	Rm	1576 Commercial St	East Weymouth	MA	02189	(781) 331-7010		
C & D Siding	Rm	20 Alameda Rd	Worcester	MA	01604-3437	(508) 791-0391		
Carlos Vinyl Siding	Rm	15 Townsend St.	New Bedford	MA	02746-1237	(508) 997-2540		
Celtic-4 Industries Inc	Mr	5 Mountain Blvd Suite 8	Warren	NJ	07059	(908) 757-1300	(908) 757-9341	celtic_4@msn.com
Certified Remodelers	Rm	365 Salem St.	Medford	MA	02155	(781) 395-1104		

Role Descriptions
Ds – Distributor/Product Dealer
Fb – Fabricator/Manufacturer
Mr – Manufacturer's Representative
Rm – Remodeller or Builder
Wh – Wholesaler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Classic Exteriors	Rm	512 Sea St.	Quincy	MA	02169-2702	(617) 471-3344		
Co-Op Modernizing	Rm	921 N Main St.	Fall River	MA	02720-2625	(508) 674-0005		
Custom Design Home Improvement	Rm	21 Elm Ter	Braintree	MA	02184	(781) 848-1892		
D M Coray Construction	Rm	313 Main St	Acushnet	MA	02743-1557	(508) 995-5255		
Diamond Edge Construction Inc	Rm	30 Cambria St.	Somerville	MA	02143-1502	(617) 625-4204		
Doucette Aluminum Products	Rm	29 Warren St.	Stoneham	MA	02180	(781) 438-2987		
Everett Aluminum Products Inc	Ds	10 Everett Ave.	Everett	MA	02149	(617) 389-3839		
Frank Vetrano Roofing Co.	Rm	46 Jefferson Rd	Wakefield	MA	01880	(781) 245-1140		
G Galloway Siding & Home	Rm	328 Beacon St.	Lowell	MA	01850-1702	(978) 452-7534		
George C Willard & Co	Rm	1201 East St	Dedham	MA	02026	(781) 326-2807		
Guaranteed Aluminum & Vinyl	Rm	349 Bridge St.	Lowell	MA	01850-2499	(978) 452-2392		
Howland Home Improvement	Rm	140 Shaw St	Braintree	MA	02184	(781) 848-9344		
J M Jones Roofing & Siding Co.	Rm	45 Taylor St.	Malden	MA	02148	(781) 321-4786		
James P. McKenna Inc	Mr	60 Old Common	Wethersfield	CT	06109	(860) 563-1016	(860) 563-0532	ppmcommon@aol.com
Jnr Gutters Inc	Rm	114 Hale Street	Haverhill	MA	10830	(781) 937-4212		
John Browne Siding & Co.	Rm	112 Waite St.	Malden	MA	02148	(781) 324-8808		
Joseph Zereski Siding Co.	Rm	16 Marshfield St.	Worcester	MA	01606-1916	(508) 852-7326		
Kenneth Michaud Seamless Gttrs	Rm	162 Marlborough Rd	Salem	MA	01970	(978) 744-7020		
Mc Latchy & Sawyer	Rm	34 Lothrop Rd	Reading	MA	01867	(781) 944-4770		
Medford Vinyl	Rm	45 Tyler Ave.	Medford	MA	02155	(781) 391-6357		
Metro Siding & Roofing Distrs	Ds	265 Wood Rd.	Braintree	MA	02184	(781) 848-9284		
Metro Siding & Roofing Distrs	Ds	480 Wildwood Ave.	Woburn	MA	01801	(781) 935-2038		
Middlesex Aluminum Products	Wh	573 Main St.	Melrose	MA	10890	(781) 662-4497		
Mr. Build American Remodeling	Rm	1 Melvin St. # G	Bedford	MA	01730	(781) 245-7343		
Northeast Marketing Associates LLC	Mr	166 Neptune Drive	Groton	CT	06340-5440	(860) 536-0308	(860) 572-8540	davidtura@aol.com
Northern Exterior Wholesale	Wh	96 Commerce Way #C	Woburn	MA	01801	(781) 935-7500		
PDQ Building Product Sales Inc	Mr	14 Andrews Isle	Hingham	MA	02043-1901	(781) 878-8733	(781) 740-4450	ggallagherjr@att

Role Descriptions
Ds – Distributor/Product Dealer
Fb – Fabricator/Manufacturer
Mr – Manufacturer's Representative
Rm – Remodeller or Builder
Wh – Wholesaler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
								bi.com
Precision Door & Window Inc	Rm	466 Sumner St	East Boston	MA	02128-2220	(617) 364-2002		
Proside Siders NE	Rm	44 Stedman St. #6	Lowell	MA	01851-2734	(978) 937-3744		
Quality Modernizing Inc	Rm	Clipper Ship Drive	Medford	MA	02155	(781) 391-9588		
R Johnson Roofing & Siding	Rm	18 Waite St.	Worcester	MA	01604-2808	(508) 753-6698		
Rainbow Roofing & Siding Inc	Rm	67 Island Ave	Quincy	MA	02169-3116	(617) 471-2999		
Raymond Beaupre Contractors	Rm	16 Vista Ave	Salem	MA	01970	(978) 745-5582		
Redmond Roofing & Construction	Rm	105 Federal Ave.	Quincy	MA	02169	(617) 328-5560		
Revere Aluminum Window Corp	Ds	744 Broadway	Revere	MA	02151	(781) 289-3448		
Richard Cox Siding & Windows	Rm	40 Bennett St.	Waltham	MA	02453	(781) 899-9952		
Rome Building Products Inc.	Ds	18 Sherman St.	Worcester	MA	01610-2318	(508) 754-1792		
Saucier Siding	Rm	87 Nyes Ln	Acushnet	MA	02743	(508) 995-4132		
Scott's Siding & Remodeling	Rm	70 James St.	Worcester	MA	01603-1038	(508) 752-3388		
Security Lifetime Aluminum Co.	Rm	263 Western Ave.	Lynn	MA	01904-3008	(781) 595-6666		
South Shore Painting	Rm	29 Wyman Rd	Braintree	MA	02184	(781) 356-1477		
Srw Contractors Supply Inc	Wh	206 Mystic Ave.	Medford	MA	02155	(781) 395-9093		
Stage One Siding	Rm	178 Colburn St.	Dedham	MA	02026	(781) 326-8582		
Stan's Aluminum & Home Inc.	Rm	89 School St.	Saugus	MA	10906	(781) 233-1868		
Sws Vinyl Siding Hm Gen Contr	Rm	35 Gill Road	Waltham	MA	02453	(781) 642-7111		
Vinyl Industries-New England	Ds	94 Broadway	Somerville	MA	02145-3233	(617) 623-5403		
Vinyl Professionals Inc	Rm	99 Walnut St.	Saugus	MA	01906	(781) 233-4111		
Winstal Co.	Rm	135 Elm St.	Braintree	MA	02184	(781) 843-0150		

Role Descriptions
Ds – Distributor/Product Dealer
Fb – Fabricator/Manufacturer
Mr – Manufacturer's Representative
Rm – Remodeller or Builder
Wh – Wholesaler

1.6 *CONTACT INFORMATION FOR DISTRIBUTORS, MANUFACTURERS' REPRESENTATIVES, PRODUCT DEALERS, WHOLESALERS FOR PRE-ENGINEERED/PANELIZED BUILDING SYSTEMS*

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Acorn Structures	Fb	930 Main Street	Acton	MA	01720	(978) 263-7000		www.acorns.com
American Dream, Inc.	Fb	75 Lynde Street	Gardner	MA	01440	(978) 630-1311	(978) 632-0963	
Fleetwood Enterprises Inc	Fb	142 Glen Allen Street	Winchendon	MA	01475	(978) 297-3032		
Fleetwood Enterprises Inc	Fb	300 Nathan Ellis Hwy	Mashpee	MA	02649	(508) 477-8828		
Fleetwood Enterprises Inc	Fb	27 Somerset Rd	Chicopee	MA	01020	(413) 594-2808		
Home Kore	Fb	707 Bedford St	Bridgewater	MA	02324	(508) 697-4790		
Learning Technologies	Fb	40 Cameron Avenue	Somerville	MA	02144	(617) 628-1459		
Mid Cape Home Centre	Ds	15 Main Street	Orleans	MA	02653	(508) 255-0200		
Modular Panel Co	Fb	63 David Street	New Bedford	MA	02744	(508) 993-9955		
Oakwood Homes Corp	Fb	154 Grove Street West	Middleborough	MA	02346	(508) 947-3535		
Skyline Corp	Fb	7 Starkey Ave	Attleboro	MA	02703	(508) 222-6675		
Skyline Corp	Fb	105 Kingman St	Lakeville	MA	02347	(508) 947-2636		
Skyline Corp	Fb	101 Auburn St	Auburn	MA	01501	(508) 832-7252		
Sustainable Design	Fb	962 Washington Street	Hanover	MA	02339	(781) 826-4132		
Walpole Woodworkers	Fb	767 East Street	Walpole	MA	02081	(508) 668-2800		

Role Descriptions
Ds – Distributor/Product Dealer
Fb – Fabricator/Manufacturer
Mr – Manufacturer's Representative
Rm – Remodeller or Builder
Wh – Wholesaler

2.0 BUILDERS, DEVELOPERS, RENOVATORS, CONTRACTORS AND OWNERS

2.1 LEADING GENERAL CONTRACTOR/CONSTRUCTION MANAGER FIRMS IN THE BOSTON AREA

Some of the leading general contractor/construction manager firms in the Boston area are listed below, along with some of their recent projects.

Firm	Role	Project Name, Location
A J Martini	Construction Manager	Midway Mixed Use Complex, Boston
ADP Marshall Construction	General Contractor	Battery Wharf Hotel, Boston
Beacon/Skanska Construction	General Contractor	Office/Residential/Parking, Boston
Beaver Builders Inc	General Contractor	Brooksby Village Senior Retirement Community, Peabody
BEM Management LLC	Construction Manager	Residences at Piano Row, Boston
Bond Bros Inc Building & Utility	Construction Manager	Graduate Student Housing, Allston
Bovis Landlease Construction	Construction Manager	Park Plaza, Boston
Bowdoin Construction Corp	General Contractor	Ferncroft Village Apartments, Middleton
Cor Jen Const Co	General Contractor	Apartment Building, Cambridge
Corcoran Jennison Construction LLC	General Contractor	Hawthorne Commons Apartments, Salem
CWC Builders Inc	General Contractor	Mixed Use Development, Dorchester
CWC Builders Inc	General Contractor	Mixed Use Development, Boston
CWC Builders Inc	General Contractor	Vivienda's Apartment Building, Boston
CWC Builders Inc	General Contractor	Upland Gardens Apartment Building, Worcester
CWC/Thomas Construction Joint Venture	General Contractor	Elderly Apartments, Dorchester
CWC/Thomas Construction Joint Venture	General Contractor	Foley Apartments, Mattapan
Gemini Homes	General Contractor	Apartment Complex, Dartmouth
George B H Macomber Co	Construction Manager	Wardman Apartments, Roxbury
George B H Macomber Co	General Contractor	Apartment Building, Boston
Mirick and Daniels, Inc	Construction Manager	Plantation Heights Apartments, Worcester
Payton Construction Corporation	General Contractor	McBride House, Boston
Payton Construction Corporation	General Contractor	Minot Hall Residences, Boston
Plumb House	General Contractor	Princeton Glen Apartments, Methuen
Plumb House	Construction Manager	Condominiums, Brookline
Plumb House	General Contractor	Walkover Commons Apartments, Brockton
Richard White Sons Inc	Construction Manager	Midway Mixed Use Complex, Boston

Firm	Role	Project Name, Location
Suffolk Construction Co.	General Contractor	Wilkes Passage Loft, Boston
Suffolk Construction Co.	Construction Manager	D' Street Residential Apartment, Boston
Suffolk Construction Co.	General Contractor	Residences at Piano Row, Boston
Suffolk Construction Co.	Construction Manager	Rollins Square Apartment, Boston
Suffolk Construction Co.	General Contractor	Office Building/Retail/Residential, Boston
Suffolk Construction Co.	General Contractor	Wollaston Manor Elderly Housing, Quincy
Suffolk Construction Co.	Construction Manager	Residential Housing/Commerical Building, Boston
Tara Construction Co	General Contractor	Franklin Park II, Boston
Turner Construction Co	General Contractor	Condos/Retail/Theater, Boston
Turner Construction Co	Constuction Manager	Midway Mixed Use Complex, Boston
Walsh Bros	General Contractor	The Residences Colonades Apartment, Boston

2.2 *LEADING RESIDENTIAL PROPERTY OWNERS IN THE BOSTON AREA*

Some of the major owners in the Boston area are listed below.

Firm	Role	Project
AEW Capital Management	Owner-Builder/Developer	D Street Residential Apartment, Boston
Avalon Bay Communities Inc	Owner/General Contractor	Avalon Bay Apartments, Marlborough
Avalon Bay Communities Inc	Owner-Builder/Developer/General Contractor	Avalon Ledges Apartments, Weymouth
Avalon Bay Communities Inc	Owner/Architect/General Contractor	Apartment Home Community, Boston
Avalon Bay Communities Inc	Owner	Avalon Mills Apartment Complex, Westborough
Avalon Bay Communities Inc	Owner	Apartment Units, Andover
Avalon Bay Communities Inc	Owner	Apartment Units, Bedford
Avalon Bay Communities Inc	Owner	Apartment Units, Wilmington
Beacon Skanska Construction	Owner-Builder/Developer	High Point Apartments, Quincy
Beacon Skanska Construction	Construction Manager	Clippership Wharf, East Boston
Beacon Skanska Construction	General Contractor	Condominium Complex, Cambridge
Boston Properties	Owner	Hotel/Condominium/Mixed Use, Boston
Boylston Properties Company	Owner	Hotel/Condominium/Mixed Use, Boston
Cathartes Group	Owner-Builder/Developer	D Street Residential Apartment, Boston
Cathartes Group	Owner	Little Neck Lofts, Boston
City of Chelsea Planning & Development	Owner	Everett Avenue Urban Renewal Area, Chelsea

Firm	Role	Project
City of Fitchburg Economic Development Office	Owner	Fitchburg Downtown Urban Revitalization, Fitchburg
Corcoran Jennison Cos.	Owner-Builder/Developer	Hawthorne Commons Apartments, Salem
Corcoran Jennison Cos.	Owner-Builder/Developer	Residential Apartment Building, Boston
Corcoran Jennison Cos.	Owner	Mount Vernon Street Housing, Boston
Cordage Development LLC	Owner	Cordage Seaside Mixed Use Development, Plymouth
CWB Boylston	Owner	Hotel/Retail/Condos, Boston
Delaware North Companies	Owner	Apartment/Office/Retail/Hotel, Boston
DeNormandie Companies	Owner	Condos & Hotel, Boston
Development Management	Owner-Builder/Developer	Battery Wharf Hotel, Boston
Erickson Retirement	Owner	Brooksby Village Senior Retirement Community, Peabody
Lyme Timber Company	Owner	Mixed Use Development, Cambridge
Lyme Timber Company	Owner	Retail/Residential/Office Building, Cambridge
Massachusetts Port Authority	Owner	Residential Apartment Building, Boston
Massachusetts Port Authority	Owner	Residential Sound Insulation, Boston
Massachusetts Port Authority	Owner	Residential Sound Insulation, Boston
Massachusetts Port Authority	Owner/Architect	Residential Sound Insulation, Boston
Massachusetts Port Authority	Owner	Residential Sound Insulation, East Boston
Massachusetts Port Authority	Owner	Residential Sound Insulation, East Boston
Massachusetts Port Authority	Owner	Residential Sound Insulation, East Boston
Massachusetts Water Resources Authority	Owner	Mixed Use Development, Brighton
Milennium Partners	Owner	Boylston Square Mixed Use, Boston
The Druker Company	Owner	The Residences Colonades Apartment, Boston
The Druker Company	Owner-Builder/Developer	Condos/Retail/Theater, Boston
Winn Development Company	Owner	High Rise Apartment Building, Boston
Winn Development Company	Owner	Hotel/Condominium/Mixed Use, Boston
Winn Development Company	Owner	Clippership Wharf, East Boston

2.3 CONTACT LIST OF BUILDERS, DEVELOPERS, RENOVATORS AND CONTRACTORS

Company	Role	Address	City	State	Zip	Telephone	Fax	Email/Website
2 M Development Company	Co	29 Elkins Street	Boston	MA	02127	(617) 268-2136		
A Hock Hock & Hock Building & Construction Service C	Co	84 Tenean Street	Boston	MA	02122	(617) 247-9000		
A J Martini	Co	339 Pleasant Street	Malden	MA	02148-0002	(781) 322-8400		www.ajmartini.com
A J Santos Construction Co.	Co	86 Centre Street	Lynn	MA	01905-2201	(781) 477-9000		
A. R. S. Services, Inc.	Co	612R Washington Street	Newton	MA	02458-1449	(617) 969-1119	(617) 244-1115	
AAM Remodeling & Const	Rm	33 Floral Street	Lawrence	MA	01841-4549	(978) 686-9801		
Abbott Real Estate Development	Co	264 Beacon Street Floor 2	Boston	MA	02116-1236	(617) 266-6080		
Acushnet Construction	Co	70 Nestles Ln	New Bedford	MA	02745-4738	(508) 998-2259		
Adam Construction Corporation	Co	145 Rosemary Street, Suite J	Needham	MA	02494	(781) 449-6111	(781) 455-9111	
Admiral Construction Corporation	Co	381 Congress Street	Boston	MA	02210	(617) 357-9700		
Advanced Construction Co.	Co	229 Berkeley Street	Boston	MA	02116	(617) 236-1700		
AEW Capital Management	Co	225 Franklin Street	Boston	MA	02110-2804	(617) 261-9000		www.aew.com
Air Safe Contracting Co.	Co	45 Luke Street, P. O. Box 266	Wrentham	MA	02093	(508) 876-2050	(508) 883-5635	
Albano Correia	Co	1 Baker Lane	Hopkinton	MA	01748	(508) 435-8224		
Albert's Improvement Svc	Co	11 Parker Hill Ter	Lynn	MA	01904-1629	(781) 598-1784		
Albright Homes	Co	82 Whiton Avenue	Quincy	MA	02169	(617) 472-2619		
Alchemist Construction	Co	706 Montello Street	Brockton	MA	02301-6073	(508) 584-2768		
Alexander Homes	Co	89 Main Street, Suite 207	Medway	MA	02053	(508) 533-9885	(508) 533-9111	
Algen Construction & Dev	Co	237 Chandler Street	Worcester	MA	01609-2935	(508) 363-0126		
Allens Construction & Remodeling Corp	Rm	1158 Adams Street	Boston	MA	02124	(617) 296-0508		
Allied Home Improvement	Rm	76 Winn Street	Woburn	MA	01801	(781) 935-0688		
Alpha Building Corp.	Co	293 Purchase Street	Milford	MA	01757	(508) 473-9141	(508) 473-6844	
Alpine Construction	Co	22 Morton Hill Avenue	Lynn	MA	01902-1125	(781) 599-1662		
gAlumabilt/THIS	Co	50 Getchell Way	Canton	MA	02021-4229	(781) 963-7900	(781) 963-7986	
Analytic Development Group Inc	Co	15 Cypress Street	Newton	MA	02459-2242	(617) 558-3369		
Andella Homes Inc	Co	199 Chelmsford Street	Chelmsford	MA	01824	(978) 256-4778		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Email/Website
Andover Equity Builders	Co	53 Porter Road	Andover	MA	01810	(978) 470-4753		
Ann Summers Developer	Co	650 Huntington Avenue	Boston	MA	02115	(617) 232-5172		
Annese Construction	Co	721A Belmont Street	Brockton	MA	02301-5666	(508) 587-5087		
Applewood Construction Corp	Co	10 Pondview Square	Tyngsboro	MA	01879	(978) 649-2727		
Appliance Corporation	Co	136 Worchester Street, P.O. Box 136	Wellesley	MA	02481	(781) 237-6267	(781) 235-9502	
Arlington Home Improvement Co.	Rm	48 Thorndike Street	Arlington	MA	02474	(781) 643-2950		
Armida, Inc.	Co	P.O. Box 428	Milford	MA	01757	(508) 473-9148		
Asset Development Partners	Co	125 B Street	South Boston	MA	02127-1134	(617) 464-2500		
Atlantic Home Improvement Co.	Rm	498 Sumner Street	Boston	MA	02128	(617) 569-6933		
Aubin's Construction Co.	Co	6 Nyes Ln	New Bedford	MA	02745-3911	(508) 998-1640		
Audio Visions	Co	19 Sixth Road	Woburn	MA	01801	(781) 939-9292	(781) 939-9299	
Authentic Homes Inc	Co	PO Box 985	Acton	MA	01720	(978) 263-8628	(978) 635-0988	
Autumn Development	Co	100 Grandview Road, #324	Braintree	MA	02184	(781) 849-7505	(781) 849-7509	
Avalon Bay Communities, Inc.	Co	1250 Hancock Street Suite 804N	Quincy	MA	02169-4339	(617) 847-1202	(617) 472-5553	www.avalonbay.com
Barberry Homes	Co	16A Davis Brook Drive	Natick	MA	01760-5459	(508) 651-0025	(508) 651-0570	
Barco Realty & Developing Co.	Co	8 Old County Road	Plymouth	MA	02360	(508) 888-2274	(508) 888-8477	
Bausemer Construction	Rm	252 Savinhill Avenue	Boston	MA	02125	(617) 287-1800		
Bay Shore Construction Co.	Co	89 Taffrait Road.	Quincy	MA	02170	(617) 471-4434		
BBC Properties	Co	516 E 2nd Street	South Boston	MA	02127	(617) 464-1098		
Beacon/Skanska Construction	Co	270 Congress Street	Boston	MA	02210	(617) 574-1400	(617) 574-1399	www.beacon-skanska.com
Beauregard Construction	Co	814 County Street	New Bedford	MA	02740-6924	(508) 996-1205		
Beaver Builders Inc	Co	1 Wells Avenue	Newton Center	MA	02159	(617) 965-9600		tfish@peabody.com
Belford Construction Inc	Co	1049 Turnpike Street	North Andover	MA	01845	(978) 975-5752		
Bellows Realty Developer	Co	198 Holbrook Road	Quincy	MA	02171-2817	(617) 479-3967		
Bensley Construction, Inc.	Co	533A Putnam Avenue	Cambridge	MA	02139	(617) 497-8877	(617) 497-8870	
Bianca Development	Co	1216 Bennington Street	East Boston	MA	02128-1267	(617) 567-5830	(617) 567-4947	
Boca Development Corp	Co	394 Lowell Street	Lexington	MA	02420	(781) 274-6100		
Bond Bros Inc Building & Utility	Co	145 Spring Street	Everett	MA	02149-0002	(617) 387-3400		e.bondjnn@bondbros.c

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Email/Website
								om
Boston Investment & Dev Co.	Co	151 Tremont Street	Boston	MA	02111	(617) 451-5757		
Boston Properties	Co	800 Boylston Street	Boston	MA	02199-8001	(617) 236-3300		www.bostonproperties.com
Boston Realty Development LLC	Co	546 East Broadway	Boston	MA	02127	(617) 464-7000		
Bovis Landlease Construction	Co	99 Chauncy Street	Boston	MA	02111-1703	(617) 598-4300		
Bowdoin Const Corp	Co	220-1 Reservoir Street	Needham Heights	MA	02194	(781) 444-6302		www.bowdoinconstruction.com
Boylston Development Corporation	Co	300 Massachusetts Avenue	Boston	MA	02115	(617) 262-4646		
Bridge Homes of Fall River	Co	155 Lewiston Street	Fall River	MA	02721-4227	(508) 678-7080		
Bridgestone Associates, Inc.	Co	376 Pope Road	Concord	MA	01742-5228	(978) 369-5220	(978) 369-5220	
Bristol Bros. Development	Co	50 Pine Street	Weymouth	MA	02190	(781) 335-1500	(781) 740-4184	
Britton Construction	Co	30 Old Rowley Road	Newbury	MA	01951	(978) 463-0030		
Britton Homes	Co	89 Main Street #207	Medway	MA	02053	(508) 533-2930		
Brooks Remodeling Co.	Co	38 Caryll Street	Mattapan	MA	02126	(617) 296-7152		
Bufftree Building Co. Inc	Co	193 Popes Island # Rear	New Bedford	MA	02740-7252	(508) 997-5357		
Building Quality Construction	Co	274 Governors Avenue	Medford	MA	02155-1647	(781) 391-8588		
Burgess Construction	Co	38 Flint Street	Lynn	MA	01905-1809	(781) 593-0065		
C & B Construction	Rm	9 Subway Ave	Chelmsford	MA	01824	(978) 256-0814	(978) 256-0814	cliffordnotes@aol.com
C C & S Development	Co	199 Wells Avenue #201	Newton	MA	02459-3333	(617) 965-1134		
C E Cyr Construction Co.	Co	300 Canal Street	Lawrence	MA	01840-1420	(978) 686-8627		
C T Construction Co.	Co	89 Fifth Avenue	Lowell	MA	01854	(978) 970-0778		
C. M. G. Development	Co	10 Owl Road	Sharon	MA	02067-2922	(781) 784-8736		
Cafco Development Inc	Co	77 Charles Street	Boston	MA	02114	(617) 426-7600		
Cambridge Co.	Co	87 Blanchard Road	Cambridge	MA	02138-1004	(617) 661-7086		
Can-Four Corporation	Co	1017 Turnpike Street - Suite 32A	Canton	MA	02021-2828	(781) 821-0818	(781) 821-6345	
Capital Builders & Remodeling	Co	8 Charles Street	Natick	MA	01760	(508) 653-5522		
Cardone Construction	Co	326 Bremen Street	Boston	MA	02128	(617) 569-6800		
Caritas Communities, Inc.	Co	150 Wood Road Suite 300	Braintree	MA	02184-2504	(781) 843-1242	(781) 356-1770	

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Email/Website
Carruth Capital, LLC	Co	40 Washington Street Suite 2000	Westborough	MA	01581	(508) 898-3800	(508) 898-3005	
Caruso & Mc Govern Construction Inc	Co	23 Sutton Street	Lynn	MA	01901-1008	(781) 592-1210		
Caruso Construction	Co	383 Lowell Street	Wakefield	MA	01880	(781) 246-5972		
Cathartes Group	Co	85 Devonshire Street	Boston	MA	02109-3504	(617) 742-6000		jimg@cathartes.com
Certified Remodelers	Rm	365 Salem Street	Medford	MA	02155	(781) 395-1104		
Champion Builders, Inc.	Co	300 Oak Street Suite 155	Pembroke	MA	02359-1959	(781) 826-3800	(781) 829-0000	
Charles B. Wills & Co., Inc.	Co	55 Salem Street	Lynnfield	MA	01940-2645	(781) 245-5515	(781) 245-5516	
Charlie Allen Restorations	Co	44 Cottage Street	Cambridge	MA	02139	(617) 661-7411	(617) 491-2245	
Chilmark Company, Inc.	Co	958 Main Street	Hanover	MA	02339-1440	(781) 982-7474	(781) 982 [illegible]182	
Chilton Development Co., Inc.	Co	P.O. Box 534	Marshfield	MA	02050-0534	(781) 834-7727	(781) 837-1989	
Chris-Sco Corp	Co	465 Nashua Road	Dracut	MA	01826	(978) 957-8626		
City of Chelsea Planning & Development	Co	500 Broadway, Room 101 City Hall	Chelsea	MA	02150	(617) 889-8238		jdepriest@chelsea.ma.us
City of Fitchburg Economic Development Office	Co	City Hall - 718 Main Street	Fitchburg	MA	01420	(978) 345-9602		mlanava@net1plus.com
Cityside Development Co.	Co	127 Mount Auburn Street	Cambridge	MA	02138-5732	(617) 547-4055		
Claremont Corp	Co	3 Batterymarch Park II Floor 2	Quincy	MA	02169-7422	(617) 472-1000		
Clark Construction	Co	420 D Street	Boston	MA	02127	(617) 353-1550	(617) 353-1598	neregion@clarkus.com
Collaborative Companies, The	Co	7 Summer Street, Suite 31	Chelmsford	MA	01824-3076	(978) 244-0086	(978) 256-8399	
Collins Brothers Construction	Rm	54 Judge Road	Lynn	MA	01904-1215	(781) 595-8112		
Colonial Home Construction Inc	Co	81 Pond Street	Natick	MA	01760	(508) 647-1792		
Commons Development	Co	234 Littleton Road Unit 2H	Westford	MA	01886	(978) 392-9000	(978) 392-0504	
Community Builders Inc	Co	95 Berkeley Street #500	Boston	MA	02116-6240	(617) 695-9595		
Community Concepts & Dev	Co	104 Boston Post Road	Weston	MA	02493	(781) 647-4747	(781) 647-1633	
Concord Square Development Co.	Co	294 Washington Street # 734	Boston	MA	02108	(617) 482-1997		
Congress Construction	Co	31 Streetate Street Floor 6	Boston	MA	02109	(617) 619-9966		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Email/Website
Congress Group	Co	1 Memorial Drive #3	Cambridge	MA	02142-1346	(617) 494-1111		
Connaughton Brothers Construction	Co	564 Main Street	Waltham	MA	02452	(781) 899-1438	(781) 893-0955	
Conrad & Sullivan Co	Co	9 Whiting Road	Dover	MA	02030	(508) 785-2018		
Conroy Development	Co	1513 Hancock Street	Quincy	MA	02169-5236	(617) 770-2729		
Construction Management & Dev	Co	1 Hollis Street # 212	Wellesley	MA	02482	(781) 235-7065		
Cor Jen Construction Co.	Co	150 Mount Vernon Street	Boston	MA	02108-1128	(617) 822-7212	(617) 822-7352	www.corcoranjennison.com
Corcoran Jennison Co	Co	150 Mount Vernon Street	Boston	MA	02125-3105	(617) 822-7350	(617) 822-7202	www.corcoranjennison.com
Cordage Development LLC	Co	36 Cordage Park Cir, Street 301	Plymouth	MA	02360-7323	(508) 746-7707		
Corey Homes Inc	Co	50 Harding Street	Milford	MA	01757	(508) 473-7037		
Cornerstone Building & Design, Inc.	Co	42 Eaton Road	Framingham	MA	01701-3318	(508) 877-2480	(508) 877-5735	
Countryside Estates	Co	25 Craig Lane	Waltham	MA	02451	(781) 894-6773	(781) 894-6773	
Creative Homes, Inc.	Co	285 Washington Street, Suite 11-12	North Easton	MA	02356-1117	(508) 238-3307		
Creative Housing Co., Inc.	Co	P.O. Box 596	West Acton	MA	01720-0596	(978) 263-1644	(978) 263-1689	
Crown Construction	Co	150 Wood Road	Braintree	MA	02184	(781) 472-8200	(781) 356-0404	
Cummings Construction Company	Co	38 Cummings Street	Medford	MA	02155	(781) 391-6020		
Custom Built Corp	Co	262 Chatham Street	Lynn	MA	01902-2102	(781) 598-5389		
Custom Design Home Improvement	Rm	21 Elm Terrace	Braintree	MA	02184	(781) 848-1892		
CWB Boylston c/o S R Weiner	Co	1330 Boylston Street	Chestnut Hill	MA	02467-2111	(617) 232-8900		www.srweiner.com
CWC Builders Inc	Co	7 Wells Avenue	Newton	MA	02159	(617) 965-2800		
D & E General Contracting	Co	1 Rolling Ridge Road	Franklin	MA	02038	(508) 528-5869		
D & P Contracting	Co	2925 Acushnet Avenue	New Bedford	MA	02745-1625	(508) 995-9674		
D. & F. Afonso Realty Trust	Co	189 Main Street - 2nd Floor	Milford	MA	01757-2607	(508) 478-7286	(508) 478-0664	
DAD Design Build Signature	Co	206 Eastern Ave	Fall River	MA	02723-2415	(508) 674-1920		
Dakota Development	Co	99 Walnut Street, Suite F	Saugus	MA	01906-1980	(781) 233-1510	(781) 233-6212	
DAMARC Design &	Co	98 Main Street	North Andover	MA	01845	(978) 725-3630		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Email/Website
Development								
D'Angelo Construction Co.	Co	18 Patton Road	Wellesley	MA	02482-4447	(781) 235-5725	(781) 235-6845	
D'Annolfo Corporation	Co	125 Main Street	Stoneham	MA	02180-1662	(781) 438-3740	(781) 279-9100	
De Iulis Brothers Construction	Co	31 Collins Street Terrace	Lynn	MA	01902-2205	(781) 595-8677		
Decca Corp	Co	175 Kendall Road	Tewksbury	MA	01876	(978) 851-9294		
Deck House Inc	Co	940 Main Street	Acton	MA	01720	(978) 263-7000		
Delphic Associates LLC	Co	345 Union Street	New Bedford	MA	02740	(508) 994-4100	(508) 994-5100	
DeNormandie Companies	Co	12 Marshall Street	Boston	MA	02108-2405	(617) 523-2313		
Development Group	Co	239 Causeway Street	Boston	MA	02114	(617) 720-5416		
Development Specialists	Co	1211 Washington Street	Newton	MA	02465-2122	(617) 527-4800		
Di Fazio Development Corp	Co	56 Winchester Plaza	Newton	MA	02461-2021	(617) 244-7511		
Diana James Builder & Developer	Co	68 Davis Avenue	Brookline	MA	02445-7634	(508) 487-7713	(617) 738-5513	
Dickinson Development	Co	1266 Furnace Brook Pkwy # 104	Quincy	MA	02169-4758	(617) 770-1955		
Dinnie, Donald - Southgate Realty	Co	242 W Main Street	Avon	MA	02322	(508) 584-8779		
Dolan Carpentry	Co	13 Gridley Bryant Road	Scituate	MA	02066	(781) 545-1339		
DOMO Inc.	Co	50 Winchester Street	Newton Highlands	MA	02461	(617) 527-5571	(617) 527-8098	
Dormon Construction Co	Co	142 Main Street #403	Brockton	MA	02301	(508) 586-0007		
Douglas A. King Builders, Inc.	Co	50 Oliver Street	North Easton	MA	02356-1446	(508) 238-2038	(508) 238-1648	
DPM Development Corp	Co	70 Lambeth Street	New Bedford	MA	02745-1003	(508) 995-4999		
Druker Company, The	Co	50 Federal Street	Boston	MA	02110	(617) 357-5700		rdruker@drukerco.com
DSP Development Corp	Co	3 Bridge Street	Newton	MA	02458	(617) 969-0153		
Duffy Associates	Co	411 Waverly Oaks Road	Waltham	MA	02451-8448	(781) 647-5775	(781) 893-6623	
Duggan Builders, Inc.	Co	62 Oak Road	Canton	MA	02021-2630	(781) 828-8102	(781) 828-5770	
Dupree Associates	Co	1100 Massachusetts Ave	Cambridge	MA	02138-5218	(617) 868-1100		
Duxborough Construction	Co	P. O. Box 1668	Duxbury	MA	02332	(617) 291-2591	(781) 934-0170	
Easecat Inc	Co	555 Pleasant Street Unit 102	Attleboro	MA	02703-2423	(508) 222-6831	(508) 226-0964	
Eastland Partners, Inc.	Co	26 Rutledge Road	Natick	MA	01760-1729	(508) 647-1919	(508) 647-0189	
Eastside Contractors Inc	Co	301 Border Street	Boston	MA	02128	(617) 567-8103		
ECO Structures	Co	P.O. Box 757	Norfolk	MA	02056-0757	(508) 541-4108	(508) 541-4106	
Economy Home Improvement	Rm	1221 Dorchester Ave	Boston	MA	02125	(617) 825-0022		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Email/Website
Edgehill Construction Co., Inc.	Co	33 Marsh Street	Needham	MA	02492-2421	(781) 292-1075	(781) 292-1076	
Eligius Homes Co., Inc.	Co	329A Boston Post Road	Sudbury	MA	01776-3001	(978) 443-7801	(978) 443-6457	
Elko Construction Corp.	Co	P.O. Box 485	Hanson	MA	02341-0485	(781) 293-6101	(781) 293-4320	
Ellendale Company, The	Co	19 Needham Street	Newton	MA	02461-1624	(617) 969-7228	(617) 969-5140	
Emile Camire Construction Co.	Co	1035 Sassaquin Ave	New Bedford	MA	02745-4313	(508) 995-3245		
Ernie's Construction	Co	1181 Main Street	Brockton	MA	02301	(508) 588-6543		
Essex Restoration	Co	101 Main Street	Wenham	MA	01984-1526	(978) 468-4587		
Evergreen Homes, Inc.	Co	132 Cameron Drive	Marlborough	MA	01752-5607	(508) 481-3888	(508) 485-6126	
EXCEL Holdings Inc.	Co	20 Elm Street	cohasset	MA	02025	(781) 383-1111	(781) 383-4011	
F. H. Perry Builder, Inc.	Co	90 Elm Street	Hopkinton	MA	01748-1656	(508) 435-3062	(508) 435-0289	
Fairlane Properties Inc	Co	15 Broad Street	Boston	MA	02108	(617) 725-1000		
Falconi Companies	Co	4 Franklin Street	Milton	MA	02186-5522	(617) 696-6090	(617) 696-7952	
Fallon Development, Inc.	Co	171 Reservoir Street	Needham	MA	02494	(781) 237-0505	(781) 726-6016	
Farren Corp.	Co	P. O. Box 697511	Quincy	MA	02269	(781) 341-3315	(781) 341-3420	
FBN Construction	Co	17 Wolcott Court	Boston	MA	02136	(617) 333-6821	(617) 333-6813	
Fenton Inc.	Co	24 Duncklee Street	Newton	MA	02461-1115	(617) 699-4919	(617) 244-3560	
Festa Construction Co.	Co	385 Broadway P.O. Box 145	Revere	MA	02151-3033	(781) 284-3495		
Fidelity Builders Inc	Co	12 Temple Street	Boston	MA	02114	(617) 482-0888		
Finnerty Construction	Co	P.O. Box 396	Lexington	MA	02420-0004	(781) 674-1428	(781) 280-0637	
Fiore Brothers Construction Co Inc	Co	340 Brockton Avenue	Abington	MA	02351-2104	(781) 878-5558	(781) 878-3133	
First Bristol Corp	Co	222 Milliken Blvd Floor 3	Fall River	MA	02721-1623	(508) 679-1180		
First Choice Chimney Service	Co	P. O. Box 1791	Framingham	MA	01701-1791	(508) 620-8998	(508) 620-8998	
First Equity Asociates, Inc.	Co	56 Kearney Road	Needham	MA	02494-2506	(800) 428-8826		
First of Boston Construction	Co	12 Greenough Lane # 201	Boston	MA	02113	(617) 227-3770		
First Realty Management	Co	151 Tremont Street	Boston	MA	02111	(617) 423-7000	(617) 482-6617	
First Resource Development Co.	Co	300 Congress Street	Quincy	MA	02169-0907	(617) 769-0900		
Fisher & Rocha, Inc.	Co	17 Fairhaven Road, P.O. Box 606	Mattapoisett	MA	02739-0606	(508) 758-2345	(508) 758-6166	
Forest City Development	Co	38 Sidney Street # 180	Cambridge	MA	02139	(617) 225-0310		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Email/Website
Fort Hill Construction	Co	5 Fort Avenue Terrace	Boston	MA	02119	(617) 442-6895		
Fort Point Properties	Co	286 Congress Street	Boston	MA	02210	(617) 482-0475		
Framing Company, Inc.	Co	345 Neponset Street	Canton	MA	02021-1967	(781) 828-5781	(781) 828-0621	
Franklin Building & Dev Corp	Co	627 Tarkiln Hill Road	New Bedford	MA	02745-4926	(508) 995-0014		
Frazer Construction Corp	Rm	259 Milton Street	Dedham	MA	02026	(781) 326-8006		
FRE Building Company Inc	Co	290 Eliot Street	Ashland	MA	01721-2351	(508) 881-1600	(508) 875-8610	
French Home Inc	Co	94 Nickerson Road	Ashland	MA	01721	(508) 231-1189		
FRRD Contractors	Co	455 Essex Street	Lawrence	MA	01840-1241	(978) 685-0732		
G P Properties	Co	50 Congress Street # 842	Boston	MA	02109	(617) 742-4921		
Galeota Asociates, Inc.	Co	P.O. Box 424	Townsend	MA	01469-0424	(800) 425-3682	(978) 597-1391	
Gallagher Home Builders, Inc.	Co	28 Junction Square	Concord	MA	01742-3049	(978) 371-2971	(978) 371-9052	
Garrett Construction Co., Inc.	Co	47 Hillcrest Road	Weston	MA	02493	(781) 891-6862	(781) 891-8735	
Gatehouse Group, Inc., The	Co	120 Forbes Boulevard	Mansfield	MA	02048-1150	(508) 337-2500	(508) 337-2501	
Gemini Homes	Co	56 Kearney Road	Needham	MA	02494-2507	(781) 449-3202		
General Contracting Svc	Co	9 Osgood Street	Lawrence	MA	01843-1859	(978) 689-2005		
George B H Macomber Co.	Co	One Design Center Place, Suite 600	Boston	MA	02210	(617) 478-6200	(617) 478-2123	www.gbhmacomber.com
George E Flodin Custom Homes	Co	12 Bay Street	Wilmington	MA	01887	(978) 658-3465		
Gerald Douglas Associates, Inc.	Co	P. O. Box 1106	Westborough	MA	01581	(978) 562-7845		
Gillis Homes	Co	461 Boston Street, Suite B-4	Topsfield	MA	01983-1234	(978) 887-0002	(978) 887-1367	
Giugliano Construction Co	Co	152 Hampden Street	Boston	MA	02119	(617) 541-8999		
Glen Bradford Inc	Co	1501 Main Street	Tewksbury	MA	01876	(978) 851-9334		
Goscon, Inc.	Co	P.O. Box 182	Kingston	MA	02364-0182	(781) 585-5408	(781) 585-1490	
Goulet Construction	Co	150 E Haverhill Street	Lawrence	MA	01841-2148	(978) 688-8406		
Grace Construction Inc	Co	56 Berglund Ave	Boston	MA	02301	(508) 580-2024		
Graham Contracting, Inc.	Co	25 Main Street	Wayland	MA	01778-5036	(508) 655-9623	(508) 655-8115	
Great Bays Holding	Co	650 Beacon Street	Boston	MA	02215	(617) 262-9554		
Great Island Development Group	Co	45 Broad Street	Boston	MA	02109	(617) 357-9300		
Green Companies, The	Co	46 Glen Avenue	Newton	MA	02459-2066	(617) 969-0020	(617) 527-0828	
Grillo & Son Custom Homes	Co	189 Hartford Ave	Bellingham	MA	02019	(508) 966-1875		
Gts Homes Inc	Co	35 Culloden Road	Canton	MA	02021	(781) 575-9261		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Email/Website
H & R Construction Co.	Co	1204 Washington Street P. O. Box 399	Stoughton	MA	02072	(781) 344-1710	(781) 344-0656	
H. F. Smith Construction Co.	Co	203 Pond Street	Weymouth	MA	02190-1344	(781) 337-3443	(781) 340-7330	
H.D.R. Builders	Co	P. O. Box 1104	Concord	MA	01742	(978) 369-4339	(978) 287-4044	
Habitat For Humanity	Co	99 Church Street	Lowell	MA	01852	(978) 454-1046		
Halchak Homes, Inc.	Co	17 Manison Street	Stoneham	MA	02180-3111	(781) 438-6200	(781) 279-3008	
Hall Properties Inc	Co	3 Center Plaza # 410	Boston	MA	02108	(617) 523-1710		
Hallmark Construction, Inc.	Co	87 Elm Street P.O. Box 56	Hopkinton	MA	01748	(508) 435-9200	(508) 435-8390	
Harborside Builders, Inc.	Co	P. O. Box 502	North Scituate	MA	02060	(781) 545-6464	(617) 249-0188	
Harko Construction, Inc.	Co	72 Rowley Road	Boxford	MA	01921-1838	(978) 887-9653	(978) 887-5299	
Hartford Roofing Co. Inc., The	Co	53 Evans Drive	Stoughton	MA	02072	(781) 341-2299	(781) 344-1040	
Hayes Development Corp.	Co	54 Junction Square Drive	Concord	MA	01742-3049	(978) 371-1777	(978) 371-2349	
Henderson Builders, Inc.	Co	P.O. Box 128	Upton	MA	01568-0128	(508) 529-4321	(508) 529-4322	
Heritage Construction Co. Inc	Co	6 Humphreys Street	Boston	MA	02125	(617) 282-5200		
Herring Construction, Inc.	Co	20 Ward Street	Lexington	MA	02421-4222	(781) 861-7096	(781) 861-3796	
Highland Builders & Design, Inc.	Co	238-A Calvary Street	Waltham	MA	02453-8366	(781) 893-2040	(781) 893-2041	
Highland Ridge Corp.	Co	P. O. Box 295	Milford	MA	01757-0295	(508) 473-6837	(508) 473-6844	
Hodan Properties	Co	77 N Washington Street	Boston	MA	02114	(617) 367-0909		
Holding Steen Real Estate	Co	422 Marriano Bishop Blvd	Fall River	MA	02721-2206	(508) 674-2121		
Homeowners Rehab Inc.	Rm	280 Franklin Street	Cambridge	MA	02139-3773	(617) 868-4858		
Hoover Realty Trust	Co	258 Main Street	Medfield	MA	02052	(508) 359-8111	(508) 359-8113	
Hoover Realty Trust	Co	434 Canton Street	Westwood	MA	02090-2212	(781) 326-9494	(508) 359-8113	
Hussey Construction	Co	429 Furnace Brook Pkwy	Quincy	MA	02169	(617) 479-4700		
Iantosca Building Co., Inc.	Co	80 Washington Square Unit D24	Norwell	MA	02061	(781) 982-0102	(781) 982-0103	
Inland Professional Corp.	Co	452 Columbia Road	Hanover	MA	02339-2328	(781) 829-9501	(781) 826-9332	
J F Mullins Remodeling	Co	29 Merton Street	Brockton	MA	02301	(508) 586-9224		
J Martin Remodeling	Co	23 Ames Road	Brockton	MA	02302	(508) 584-4200		
J. M. Barges Corporation	Co	9 Alyward Lane	Foxboro	MA	02035-1437	(508) 543-8217	(508) 543-4177	
J. P. Gallagher Constr. & Dev.	Co	76 Deerfield Lane	Hanover	MA	02339-1379	(781) 982-1200	(781) 982-0727	

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Email/Website
J.M. Construction	Co	3 Pillsbury Avenue	Tewksbury	MA	01876	(978) 851-5510		
Jade Carpentry	Co	18 Carter Street	Brockton	MA	02302	(508) 894-4014		
James Tarbox Construction	Co	612 Temple Street	Duxbury	MA	02332	(781) 834-6368	(781) 834-6368	
Jamestown Builders Inc	Co	920 West Chestnut Street	Brockton	MA	02301-5538	(508) 559-8972		
Jim Jaillet Building & Rmdling	Rm	13 Elaine Way	Acushnet	MA	02743-1625	(508) 995-7692		
Jml Properties Inc	Co	13 Blueberry Drive	Acushnet	MA	02743-1741	(508) 998-2919		
John A. Buttaro, Inc.	Co	181 Salem Street	Woburn	MA	01801-3154	(781) 935-1713	(781) 935-3684	
John L Santos Construction	Rm	415 Bedford Street	Fall River	MA	02720-4801	(508) 678-3193		
John M. Corcoran & Co.	Co	100 Grandview Road, Suite 203	Braintree	MA	02184	(781) 849-7111	(781) 849-7112	
John O'Keefe	Co	65 Common Street	Scituate	MA	02066	(781) 545-7337		
Johnson & Johnson Construction Co Inc	Co	109 Hillside Avenue	Arlington	MA	02476-7268	(781) 643-9558	(781) 648-4202	
Jolin Corporation	Co	P. O. Box 487	Sharon	MA	02067	(781) 784-8370	(781) 326-7040	
Joseph R. Mullins Co., Inc.	Co	1 Rockdale Street Suite 200	Braintree	MA	02184	(781) 849-3388		
K M Construction	Rm	222 Linden Street	Fall River	MA	02720-5030	(508) 672-7143		
Keen Development Corp	Co	2 University Road	Cambridge	MA	02138	(617) 661-9100		
Keith Properties, Inc.	Co	532 Page Street	Stoughton	MA	02072-6003	(781) 828-8474	(781) 828-0010	
Kendall Construction	Co	153 Middle Road	Boxborough	MA	01719-1401	(978) 263-7100		
Keohane Construction Co.	Co	271 Milton Street	Dedham	MA	02026-2917	(781) 326-0002	(781) 326-1844	
Kitchen Engineering	Co	31 Belmont Street	Cambridge	MA	02138	(617) 492-0700		
Knowles Construction Co., Inc.	Co	20 Dean Street	Norfolk	MA	02056-1344	(508) 376-8602		
L. Grignaffini & Sons, Inc.	Co	148 Linden Street	Wellesley	MA	02482-7900	(781) 237-0328	(781) 239-0275	
L. L. & S. Development Corp.	Co	P.O. Box 280	Pepperell	MA	01463-0280	(978) 433-5380	(978) 433-2411	
Labrador Fine Carpentry, Inc.	Co	20 Buckboard Road	Duxbury	MA	02332	(781) 934-2583	(781) 934-6249	
Landmarc Development Group	Co	29 Washington Street	Newton	MA	02351	(781) 446-6300		
Laurel Development Corp	Co	Congress Street	Boston	MA	02127	(617) 269-1011		
Leading Way Construction	Co	23-25 Pierce Street	Milton	MA	02186	(617) 696-3175		
Liberty Development Inc	Co	20 Christina Drive	Braintree	MA	02184	(781) 848-5720		
Lincoln Property	Co	101 Arch Street Floor 6	Boston	MA	02110	(617) 951-4100		
Lindal Cedar Homes Inc	Co	416 Boston Post Road	Sudbury	MA	01776	(978) 443-8900		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Email/Website
Litchfield Co., Inc.	Co	126 Cambridge Street	Burlington	MA	01803-3712	(781) 270-6859	(781) 270-9406	
Lobisser Building Corp	Co	198 Cedar Street	Milford	MA	01757	(508) 478-6235		
Long Built Homes	Co	158 C. McCombs Boulevard	New Bedford	MA	02745	(508) 995-8240	(508) 995-3275	
Lorusso Construction Co	Co	205 E Central Street	Franklin	MA	02038	(508) 528-0786		
M & D Builders, Inc.	Co	P.O. Box 231	Medfield	MA	02052	(508) 359-5908	(508) 359-8896	
M & M Marques Constr Co. Inc	Co	869 Eastern Ave	Fall River	MA	02723-2848	(508) 674-8942		
Mac Building Corp	Co	41 Carolyn Road	Lynn	MA	01905-3005	(781) 595-7651		
Macomber Development Associates	Co	75 Arlington Street	Boston	MA	02116	(617) 451-0300		
Magazu Arthur Building & Remodeling	Rm	2 Crescent	Stow	MA	01775	(978) 897-5797		www.admagazu.verizonzsupersite.com
Maillet & Son, Inc.	Co	321 Boston Post Road	Sudbury	MA	01776-3025	(978) 443-0454	(978) 443-1750	
Marinelli Builders	Co	P.O. Box 58	Stoughton	MA	02072-0058	(781) 344-4240	(781) 344-7575	
Mark Moore Homes, Inc.	Co	74 Bedford Street	Lexington	MA	02420-4338	(781) 862-3518	(781) 863-0722	
Marketplace Development	Co	50 Federal Street Floor 5	Boston	MA	02110	(617) 350-4080		
Marlin Development Corp	Co	10 Post Office Sq # 10	Boston	MA	02108	(617) 737-0091		
Martin Murphy & Co.	Co	175 Derby Street	Hingham	MA	02043	(781) 749-7048		
Martins Construction Co., Inc.	Co	130 Sylvan Street	Danvers	MA	01923	(978) 777-9084	(978) 750-4281	
Massachusetts Port Authority-Capital Programs	Co	1 Harborside Drive,Logan Office Ctr, Suite 209S	East Boston	MA	02128	(617) 568-5964		
Master Finishing & Restoration	Co	178 Crescent Road	Needham	MA	02494	(781) 449-1313	(781) 449-1182	
Maystar Realty Corp	Co	39 Prospect Street	Foxboro	MA	02035	(508) 543-2900		
Mc Grath Construction Co	Co	42 Oakville Street	Lynn	MA	01905-2817	(781) 593-0277		
Mc Nulty Home Improvement Inc.	Rm	222 Montaup Street	Fall River	MA	02724-3218	(508) 674-8343		
McNeil Real Estate Group, Inc.	Co	850 Providence Highway	Dedham	MA	02026	(781) 326-5800	(781) 326-3891	
Mennino Construction Co.	Co	76 Oakville Street	Lynn	MA	01905-2817	(781) 581-5333		
Merrimack Valley Housing	Co	10 Kirk Street	Lowell	MA	01852-1005	(978) 459-8490		
Meyer Homes, Inc.	Co	85 Main Street	Hopkinton	MA	01748-1154	(508) 497-5076	(508) 497-5077	
Midcahill Development Corp	Co	2300 Commonwealth Avenue	Newton	MA	02458	(617) 527-2666		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Email/Website
Middlesex Realty Trust	Co	P.O. Box 317	Foxboro	MA	02035-0317	(508) 695-6950	(508) 695-2820	
Millstone Properties	Co	1615 Shawsheen Street	Tewksbury	MA	01876	(978) 851-5900		
Minot Group Inc., The	Co	124 Newton Road	Acton	MA	01720-3129	(978) 266-0002	(978) 635-9279	
Mirick and Daniels Inc	Co	15 Ararat Street	Worcester	m	01606-3303	(508) 852-2453		mirikdan@aol.com
Modern Continental Enterprises	Co	600 Memorial Drive	Cambridge	MA	02139-4814	(617) 864-6300	(617) 864-8766	
Mordini Brothers Construction, Inc.	Co	11 Mechanic Street	Foxboro	MA	02035-2046	(508) 543-6381		
Morency Custom Homes	Co	4 Welby Road	New Bedford	MA	02745	(508) 998-9700		
Munroe Builders	Co	131 Washington Street	Methuen	MA	01844	(978) 689-2056		
Murray Hills, Inc.	Co	27 Cambridge Street	Burlington	MA	01803-4616	(781) 273-1000	(781) 273-5794	
Mutual Builders Inc	Co	660 Park Avenue	Worcester	MA	01603-2035	(508) 753-4649		
Mutual Realty & Investment Co.	Co	1020 Southern Artery	Quincy	MA	02169-8849	(617) 479-3555	(617) 773-3041	
Nash Development Corp.	Co	P. O. Box 590	Sudbury	MA	01776-0590	(978) 443-6918	(978) 443-4029	
National Development	Co	2310 Washington Street Floor 4	Newton	MA	02462	(6[illegible]) 527-9800		
National Equity Properties Inc	Co	240 Union Street	New Bedford	MA	02740-5943	(508) 984-4411		
National Remodeling & Construction Inc.	Rm	39 Floyed Street	Boston	MA	02453	(617) 825-0644		
New Atlantic Development Corporation	Co	59 Temple Place	Boston	MA	02111	(617) 338-7600		
New England Architectural Bldrs./ Remod	Co	811 Washington Street Suite 12	Pembroke	MA	02359-2333	(781) 826-7212	(781) 826-0240	
New England Classic Homes	Co	160 Tyngsboro Road	North Chelmsford	MA	01863	(978) 251-5239		
Newbridge Homes, Inc.	Co	P.O. Box 248	Southborough	MA	01772-0248	(508) 435-5434	(508) 435-7915	
Nobel Construction Co., Inc.	Co	P.O. Box 255	Southborough	MA	01772-0255	(508) 460-6119	(508) 460-6971	
Noranda Construction Inc	Co	290 Commonwealth Avenue #5	Boston	MA	02115-2419	(617) 834-6446	(617) 536-3155	
Norden Co. Builders	Co	10 Doty Ave	Danvers	MA	01923	(978) 774-6156		
Norfolk Development Company	Co	485 Walpole Street	Norwood	MA	02062	(781) 762-7777		
North American Site Developers Inc	Co	696 East First Street	Boston	MA	02127	(617) 269-9384		
North East Construction, Inc.	Co	P.O. Box 1482	Pembroke	MA	02359	(781) 829-4440		
North Shore Renovating	Rm	655 Saratoga Street	Boston	MA	02128	(617) 561-7663		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Email/Website
Northland Residential Corporation	Co	2150 Washington Street Suite 250	Newton	MA	02462-1498	(617) 641-6700	(617) 965-1644	
Northwest Development LLC	Co	178 Great Road	Acton	MA	01720-5711	(978) 263-6166	(978) 264-0188	
Oak Ridge Construction Co., Inc.	Co	P.O. Box 272	Franklin	MA	02038-0272	(508) 528-8058	(508) 520-1085	
Oakdale Construction Inc	Co	10 McKenzie Cir	Tewksbury	MA	01876	(978) 640-9800		
Oaktree Design-Development	Co	129 Mount Auburn Street Floor 3	Cambridge	MA	02138	(617) 491-9100		
Oakwood Construction Inc	Co	910 Boston Post Road East	Marlborough	MA	01752	(508) 485-6220		
Olde Bostonian Inc	Rm	91 Maple Street Unit 20	Lowell	MA	01852	(978) 453-7343		www.oldbostonianhomeimprovement.com
Orchard Builders Inc	Co	11 Orchard Street	Medfield	MA	02126	(508) 359-6337		
Oscar Squared, Inc.	Co	645 County Street, Suite #2	Taunton	MA	02780-3623	(508) 822-1200	(508) 822-1234	
Ouellette Co.	Co	225 Water Street #1	Quincy	MA	02169-6545	(617) 773-1360		
Ouimet Construction Inc	Co	26 Bernard Street	Acushnet	MA	02743	(508) 996-3027		
Over C Properties	Co	P O Box 812337	Wellesley	MA	02482	(781) 431-1525		
P. D. Leary, Builder, Inc.	Co	9 Ellisville Road	Plymouth	MA	02360	(508) 888-6563	(508) 888-1730	
Pace Land Development, Inc.	Co	38 Pine Hill Drive	Needham	MA	02492-1023	(781) 431-9616	(781) 431-2320	
Pace Lane Development Inc	Co	56 Colpitts Road	Weston	MA	02493	(781) 891-0880		
Packard Development	Co	1 Wells Ave	Newton	MA	02459	(617) 965-1966		
Panagakos Development	Co	914 Mount Pleasant Street	New Bedford	MA	02745-4912	(508) 998-3911		
Parkview Management Company	Co	10 Burnham Road	Methuen	MA	01844-3330	(978) 681-0952	(978) 689-3473	
Pasquanna Developers Inc	Co	31 Collins Street Terrace	Lynn	MA	01902-2205	(781) 599-6820		
Paul Davis Restoration	Co	P. O. Box 532	Wakefield	MA	01880	(781) 224-3475	(781) 224-3460	
Paul Davis Systems of South Shore	Co	29 Liberty Square	Rockland	MA	02370-1316	(781) 982-0022	(781) 982-0037	
Paul J. Moriarty & Associates	Co	528 Congress Street	Duxbury	MA	02332	(781) 837-5161	(781) 837-5141	
Paul J. Rogan Co., Inc.	Co	25 Hayward Street	Braintree	MA	02184-1031	(781) 843-1900	(781) 843-1061	
Payne/Bouchier Inc	Co	173 Norfolk Avenue	Boston	MA	02119-3045	(617) 445-4323	(617) 445-5691	
Payton Construction Corporation	Co	273 Summer Street	Boston	MA	02210-1510	(617) 423-9035		www.payton-construction.com

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Email/Website
Peabody Construction Co.	Co	536 Granite Street	Braintree	MA	02184-3924	(781) 848-2680		
Peter S. Confalone Constr. Co., Inc.	Co	348 Park Street, #104	North Reading	MA	01864-2151	(978) 664-6767	(978) 664-2694	
Pimental Contractors	Co	1475 Braley Road	New Bedford	MA	02745	(508) 995-0524		
Pinehills, The	Co	33 Summerhouse Drive	Plymouth	MA	02360	(508) 209-9000	(508) 209-9050	
Pinnacle Partners	Co	1266 Furnace Brook Pkwy # 401	Quincy	MA	02169-4758	(617) 770-7700		
Plumb House, Inc.	Co	58 George Leven Drive	North Attleboro	MA	02760	(508) 699-9329	(508) 695-7397	www.plumbhouse.com
Poulos Construction	Co	64 Poulos Road	Braintree	MA	02184-7229	(781) 843-9432	(781) 843-4109	
Princeton Properties Management, Inc.	Co	1115 Westford Street	Lowell	MA	01851-2701	(978) 458-8700	(978) 937-3815	
Prizm Corporation	Co	290 Turnpike Road	Westborough	MA	01581-2843	(508) 869-6669		
Pulte Home Corp. of New England	Co	257 Turnpike Road Suite 200	Southborough	MA	01772-1791	(508) 787-0002	(508) 485-4295	
Quincy 2000 Corp	Co	1250 Hancock Street # 802	Quincy	MA	02169	(617) 847-1454		
R & D Designs	Co	22 Pleasantview Avenue	Brockton	MA	02301	(508) 583-5706		
R & D Homes, Inc.	Co	46 Waltham Street	Maynard	MA	01754-2434	(978) 897-1830	(978) 897-8591	
R D La Marre Construction Corp	Co	273 Hanover Street	Hanover	MA	02399	(781) 826-9988		
R D Matthews & Construction	Co	775 Washington Street	Hanover	MA	02339	(781) 826-3550		
R J Messina Inc	Co	103 Sumner Street	Brockton	MA	02301	(508) 584-9356		
R. H. Burpee Company	Co	5 Aldrin Road	Plymouth	MA	02360-4814	(508) 747-6900	(508) 746-7393	
R. J. Kelly Company	Co	55 Cambridge Street	Burlington	MA	01803-4612	(781) 272-2899	(781) 273-2075	
R. P. Valois & Co. Inc	Co	275 North Street	New Bedford	MA	02740	(508) 994-6506	(508) 994-6520	
Ramey Contractors-Engineers	Co	112 Marston Street	Lawrence	MA	01841-2332	(978) 685-0081		
Remodelers Outlet	Rm	657 Quarry Street	Fall River	MA	02723-1020	(508) 646-1252		
Remodeling Company, The	Rm	100 Cummings Center, Unit 333A	Beverly	MA	01915-6115	(978) 921-9111	(978) 921-8039	
Renaissance Properties Inc	Co	321 Columbus Ave	Boston	MA	02116-5168	(617) 536-2700		
Republic Builders	Co	P.O. Box 508, 118 Main Street	Malden	MA	02148	(781) 321-0011	(781) 321-3098	
Reynolds Brothers Construction	Co	17 Berkshire Avenue	Brockton	MA	02301	(508) 584-8653		
Ricciardi Construction Inc	Co	22 Cottage Street	East Weymouth	MA	02364	(781) 582-2110		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Email/Website
Richard C. McNeil & Son	Co	P. O. Box 489	Norwell	MA	02061	(781) 659-2900		
Richard E. Carls & Co., Inc.	Co	14 Mica Lane	Wellesley	MA	02481-1773	(781) 235-3614	(781) 235-4266	
Richard G. Lind Company	Co	26 Jefferson Road	Wellesley	MA	02481-5402	(781) 235-2702	(781) 235-3868	
Richard White Sons Inc	Co	PO Box 17, 70 Rowe Street	Auburndale	MA	02166-0900	(617) 332-9500	(617) 965-8868	www.rwsons.com/home.htm
Ridgemont Construction Inc	Co	25 Thayer Avenue # 104	Brockton	MA	02301	(508) 580-5000		
Rivers Construction Inc	Co	60 Rivers Lane	Malden	MA	02148-1934	(781) 321-5648		
Roberts Realty Development	Co	115 Coolidge Street	Sherborn	MA	01770	(508) 650-3921		
Rocky Meadow Enterprises	Co	166 Howard Street	Brockton	MA	02302	(508) 583-6998		
Rolling Meadow Construction	Co	PO Box 1415	Westford	MA	01886	(978) 692-8884		
Ronca Realty Trust	Co	5 Streetrawberry Lane	Norfolk	MA	02056	(508) 528-6098		
Roseland Property Co.	Co	125 Cambridge Park Drive	Cambridge	MA	02140	(617) 491-1080	(617) 491-1087	
Rosenfeld Company, The	Co	P.O. Box 30	Hopedale	MA	01747-0030	(508) 473-2100	(508) 478-9317	
RSG Construction Inc	Co	329 Coffin Ave	New Bedford	MA	02746	(508) 993-5500		
Ruiter's Home Improvement	Rm	94 B Street	South Boston	MA	02127	(617) 268-0049		
Ruping Builders Inc	Co	505 Middlesex Turnpike, Unit 11	Billerica	MA	01821-3579	(978) 670-7337	(978) 670-2937	
Russ Developers, Inc.	Co	11 Main Street Suite 1	Southborough	MA	01772-0407	(508) 485-2660	(508) 460-0997	
Ryan Const.	Rm	37 Gladstone Street	East Boston	MA	02128	(617) 561-2834		
S & H Construction	Co	26 New Street	Cambridge	MA	02138-1223	(617) 876-8286	(617) 864-1850	
Sage Builders, LLP	Co	672 Chestnut Street	Newton	MA	02468-2043	(617) 965-5272	(617) 630-5272	
Sakonnet Properties Inc	Co	700 Pleasant Street Floor 4	New Bedford	MA	02740-6254	(508) 990-3442		
Sandcastle Group	Co	600 Plain Street	Marshfield	MA	02050	(781) 837-1311	(781) 837-6476	
Sanford Homes	Co	310 Washington Street # 202	Wellesley	MA	02150	(781) 416-7007		
Schochet Associates Inc	Co	175 Federal Street	Boston	MA	02110-2210	(617) 482-8925	(617) 338-8505	
Scire Construction Corp.	Co	505 Main Street	Woburn	MA	01801-4243	(781) 933-4096	(781) 937-6385	
Scorpion Construction Group	Co	P. O. Box 540176	Millis	MA	02054	(508) 376-2433	(508) 376-4361	
Scott Robert A General Contracting	Rm	37 Richardson	Billerica	MA	01821	(978) 667-3614		www.robertscottgeneralcontracting.com
Sealund Corporation	Co	794 Washington Street	Pembroke	MA	02359-2313	(781) 826-0882	(781) 826-0883	

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Email/Website
Second Shift Maintainance And Remodeling	Rm	319 Hyde Park Avenue	Boston	MA	02130	(617) 734-7420		
Sentry Building Co.	Co	2 Summer Street #3	Natick	MA	01760	(508) 655-5077		
Signature Homes	Co	50 Lake Avenue	Worcester	MA	01604-1114	(508) 799-0778		
Simon Companies, The	Co	10 Forbes Road West	Braintree	MA	02184-2605	(781) 848-2500	(781) 843-9208	
Siscoe Enterprises Inc	Co	56 Berglund Ave	Brockton	MA	02301	(508) 587-5052		
Sisto Volpe Construction	Co	1135 Pearl Street	Brockton	MA	02301	(508) 583-5467		
Solimine Development Corp.	Co	12 Essex Street	Lynn	MA	01902-1709	(781) 595-3454		
South Shore Tri Town Development Corp	Co	41 Redfield Street	Boston	MA	02122	(781) 682-2187		
Southridge Corporation	Co	40 Canterbury Lane	Needham	MA	02492-3202	(781) 444-3993		
Springer Construction, Inc.	Co	1 Winnetuxet Road	Plympton	MA	02367-1511	(781) 585-9524	(781) 585-5709	
Stabile Companies, The	Co	21 Manchester Street	Merrimack	NH	03054	(603) 889-0318	(603) 889-8124	
Stamatos Property Mangement Co	Co	619 Centre Street	Boston	MA	02130	(617) 524-6468		
State Street Development Management	Co	488 Commonwealth Avenue	Boston	MA	02215-2720	(617) 262-9800	(617) 867-0358	
STE Development Corp	Co	1215 Chestnut Street	Newton	MA	02464	(617) 965-6760		
Stefco Construction Corp.	Co	66 North Street	Medfield	MA	02052-1657	(508) 359-7727	(508) 359-6942	
Stephen Dixon, Inc.	Co	126 Highland Street	Middleboro	MA	02346-3408	(508) 947-8794	(508) 946-0868	
Stephen Gosselin Builder, Inc	Co	1540 Bedford Street	Abington	MA	02351-1062	(781) 871-4046	(781) 871-4227	
Steve and Sons Contracting Inc	Co	71-A Broadway	Arlington	MA	02474-5541	(781) 646-7955	(781) 646-2186	
Suffolk Construction	Co	77 Corey Lane	Milton	MA	02186-2420	(617) 364-1786		
Suffolk Construction Co.	Co	65 Allerton Street	Boston	MA	02119-2997	(617) 445-3500		
Sullivan Company, The	Co	50 Winchester Street #13	Newton	MA	02461-1726	(617) 527-9989	(617) 527-8098	
Sweeney & Sons	Co	78 Rockland Avenue	Maynard	MA	01754-1106	(978) 263-5200	(978) 264-0140	
Sylvan Realty Trust	Co	55 Salem Street	Lynnfield	MA	01940-2645	(781) 246-4804	(781) 246-4805	
Symes Associates Inc	Co	Appleseed's Square, 50 Dodge Street	Beverly	MA	01915-1711	(978) 922-5300	(978) 922-5444	
T. & W. Custom Builders	Co	370 Main Street	West Townsend	MA	01474	(978) 597-6277	(978) 597-2988	
Tara Construction Co.	Co	1011 Fellsway	Medford	MA	02155	(781) 391-6400		www.taraconstruction @yahoo
Tedeschi Gray Limited Corp.	Co	40 Loring Drive 1	Norwell	MA	02061-1145	(781) 826-3433	(781) 659-7437	

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Email/Website
Ted's Construction & Sons	Co	54 Vermont	Dracut	MA	01826	(978) 453-1145		
Terra Aurea Development	Co	777 Purchase Street	New Bedford	MA	02740-6343	(508) 997-8118		
Thomas C Sweeney Construction	Rm	671 Adams Street	Boston	MA	02122	(617) 825-1210		
Thomas J. Hastings Properties, Inc.	Co	197 VFW Drive	Rockland	MA	02370-1129	(781) 878-1066	(978) 244-9130	
Thomas M. Corcoran Co.	Co	480 Adams Street	Milton	MA	02186-4914	(617) 696-6260	(617) 696-7899	
Thomas Mitchell Construction	Co	15 Lawrence Circle	Medfield	MA	02052-2806	(508) 359-8818	(508) 359-7904	
Thorndike Development, Inc.	Co	1 Hutchinson Lane	North Quincy	MA	02171	(617) 774-1504	(617) 774-1508	
Thoughtforms Corporation	Co	543 Massachusetts Avenue	West Acton	MA	01720-2901	(978) 263-6019	(978) 635-9503	
Tibma Remodeling	Co	44 Winfield Street	Needham	MA	02492-1836	(781) 453-0414	(781) 453-0416	
Tishman Construction Corporation	Co	84 Streetate Street	Boston	MA	02109	(617) 723-2050		
Toll Brothers Inc./NE Div.	Co	83 Cedar Street	Milford	MA	01757-1165	(508) 478-9722	(508) 478-7454	
Tom Barclay, Builder	Co	29 Riverside Drive	Hanover	MA	02339	(781) 826-0216		
Trask, Inc.	Co	4 Bay Path Lane	Southborough	MA	01772-1814	(508) 485-4813	(508) 485-4879	
Turner Construction Co.	Co	855 Boylston Street	Boston	MA	02116	(617) 247-6400		www.turner.construction.com.boston
Turnkey Development Inc	Co	560 Harrison Avenue # 503	Boston	MA	02118-2592	(617) 654-8900		
Tyngsboro Diamond Dev. Ltd.	Co	1 Corcoran Drive	Tyngsboro	MA	01879	(978) 649-7089		
U S General Contractors	Co	400 Hanover Street	Boston	MA	02113	(617) 723-6484		
Unique Homes	Co	503 Main Street	Medfield	MA	02052-2505	(508) 359-8550	(508) 359-3662	
United-Roberts Home Improvement	Rm	29 Independence Avenue	Quincy	MA	02169	(617) 328-3230		
Vaillancourt Construction Inc	Co	1809 Dorchester Ave	Boston	MA	02124	(617) 825-8778		
Vantage Point Homes	Co	2 Quaker Road	Worcester	MA	01602-2298	(508) 831-0111		
Vareika Construction Inc	Co	790 West Chestnut Street	Brockton	MA	02301	(508) 583-3999		
Waitkus Construction Co., Inc.	Co	P. O. Box 104	Plympton	MA	02367-0104	(781) 582-2414	(781) 585-9701	
Walsh & Sons Construction	Co	7 Dickens Street	Boston	MA	02122	(617) 282-8880		
Walsh Bros	Co	150 Hampshire Street	Cambridge	MA	02139	(617) 876-0375		www.walshbrothers.com
Webster Construction Co. Inc	Co	53 Clapp Street	Boston	MA	02125	(617) 436-7944		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Email/Website
Western Atlantic Investment, Inc.	Co	160 Old Derby Street	Hingham	MA	02043-4005	(800) 698-2727	(781) 740-4219	
Weston Associates Inc	Co	170 Newbury Street	Boston	MA	02116	(617) 266-0044	(617) 266-0975	
Whitman Homes Inc	Co	8 Pequot Way	Canton	MA	02021	(781) 821-5216		
Whitman Homes, Inc.	Co	1200 Turnpike Street	Canton	MA	02021	(800) 880-3620	(781) 821-5226	
Wight & Company, Inc.	Co	10 Cedar Street	Woburn	MA	01801	(781) 938-3535	(781) 933-8857	
Windjammer Construction Corp.	Co	100 Pearl Street	Bridgewater	MA	02324	(508) 697-5665	(508) 697-6922	
Winn Development Company	Co	6 Faneuil Hall Marketplace	Boston	MA	02109	(6[illegible]7) 742-4500	(614) 742-0725	wwollinger@winnco.com
Woodbridge Group Inc	Co	51 Payne Street	Lowell	MA	01851-1411	(978) 937-2272		
World Development Co	Co	327 Watertown Street # A	Newton	MA	02458	(617) 969-4154		
Wynwood Associates	Co	8 Acord Drive	Andover	MA	01810	(978) 475-4011		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

3.0 ASSOCIATIONS

Association Name	Address	Telephone	Fax	Web
American Architectural Manufacturers Association	1827 Walden Office Square, Suite 104, Schaumbur IL 60173-4268	(847) 303-5664	(847) 303-5774	http://www.aamanet.org
American Fiberboard Association	1210 West Northwest Highway, Palatine, IL 60067	(847) 934-8394		www.fiberboard.org
American Hardboard Association	1210 West Northwest Highway, Palatine, IL 60067	(847) 934-8800	(847) 934-8803	www.hardboard.org
American Institute of Architects	1735 New York Avenue, NW, Washington DC 20006	(800) AIA-3837	(202) 626-7547	www.aia.org
American Institute of Architects Massachusetts	52 Broad Street, Boston MA 2109	(617) 951-1433	(617) 951-0845	
APA – The Engineered Wood Association	7011 South 19th Street, Tacoma, WA 98411	(253) 565-6600	(253) 565-7256	www.apawood.org
Brick Industry Association	11490 Commerce Park Drive, Reston, VA 20191	(703) 620-0010	(703) 620-3928	www.brickinfo.org
Canadian Manufactured Housing Institute	Suite 500, 150 Laurier Avenue West, Ottawa ON K1P 5J4	(613) 563-3520	(613) 232-8600	www.cmhi.ca
Home Improvement Research Institute (HIRI)	3922 Coconut Palm Drive, 3rd Floor, Tampa, FL 33619	(813) 627-6750	(813) 627-7063	www.hiri.org
International Log Builders' Association	PO Box 775, Lumby, BC V0E 2G0	(250) 547-8775 or (800) 532-2900	(250) 547-8775	www.logassociation.org
Kitchen Cabinet Manufacturers Association	1899 Preston White Drive, Reston, VA	(703) 264-1690	(703) 620-6530	www.kcma.org

Association Name	Address	Telephone	Fax	Web
	20191			
The Manufactured Housing Institute	2101 Wilson Blvd., Suite 610, Arlington VA 22201-3062	(703) 558-0400	(703) 558-0401	www.manufacturedhousing.org
Massachusetts Manufactured Housing Association	PO Box 5963, Marlborough MA 01752	(508) 460-9523	(508) 460-9361	
National Association of Aluminum Distributors	1900 Arch Street, Philadelphia, PA 19103-1498	(215) 564-3484	(215) 963-9784	www.naad.org
National Association of Floor Covering Distributors	401 North Michigan Avenue, Chicago, IL 60611	(312) 321-6836	(312) 245-1085	www.nafdc.com
National Association of Homebuilders	1201 15th Street, NW, Washington, DC 20005	(800) 368-5242 or (202) 266-8200		www.nahb.com
National Association of the Remodeling Industry	780 Lee Street, Suite 108, Des Plaines, IL 60016	(847) 298-9200	(847) 298-9225	www.nari.org
National Concrete Masonry Association	2302 Horse Pen Road, Herndon, VA 20171-3499	(703) 713-1900	(703) 713-1910	www.ncma.org
National Kitchen and Bath Association	687 Willow Grove St., Hackettstown, NJ 07840	(908) 852-0033	(908) 852-1695	www.kitchenweb.com
National Lumber and Building Material Dealers Association	40 Ivy Street, SE, Washington, DC 20003	(202) 547-2230 or (800) 634-8645	(202) 547-7650	www.dealer.org/nlbmda/index.htm
National Wood Window and Door Manufacturers Association	1400 East Touhy Avenue, Suite 470, Des Plaines, IL 60018	(800) 223-2301	(847) 299-1286	www.nwwda.org
North American Building Material Distribution Association	401 North Michigan Avenue, Chicago, IL 60611	(312) 321-6845	(312) 644-0310	www.nbmda.org
Northeast Window and Door	191 Clarksville Road,	(609) 799-4900	(609) 799-7032	www.nwda.com

Association Name	Address	Telephone	Fax	Web
Association	Princeton Junction, NJ 08550			
Vinyl Siding Institute	1801 K Street NW, Suite 600K, Washington, DC 20006-1301	(202) 974-5200	(202) 296-7005	www.vinylsiding.org
Window and Door Manufacturers Association	1400 East Touhy Avenue, Suite 470, Des Plaines, IL 60018-3305	(800) 223-2301	(847) 299-1286	www.windoorweb.com or www.wdma.com
Wood Moulding and Millwork Producers Association	507 First Street, Woodland, CA 95695	(530) 661-9591	(530) 661-9586	www.wmmpa.com

4.0 IMPORTANT WEBSITES

Description	Type of Information Available	Web Site
Anti-dumping and Countervailing Directorate	Part of Canada Customs Revenue Agency, information for exporters	http://www.ccra-adrc.gc.ca/sima
Architects' First Source	Information on suppliers, construction materials and other resources	http://www.afsonl.com
Automated Customs Information Service	Computerized, 24-hour telephone service providing recorded information, telephone 1-800-461-9999 within Canada	http://www.ccra-adrc.gc.ca/E/pub/cp/rc4040ed/rc4040ed.html
BOCA International (Building Officials and Code Administrators International)	Promotes use of common building code internationally, offices in Illinois, New York, Ohio, Oklahoma and Pennsylvania	http://www.bocai.org
Buildcore Supplier Index	List of product information organized by Master Format ™ classification system	http://www.buildcore.com/bps_mnf.htm
Building Team	Codes database with detailed information on building codes for all 50 states	http://buildingteam.com/codes/index.asp
BuildNet	Builder management software provider	http://www.buildnet/com
Bureau of Economic Analysis-Regional Accounts Data	Economic data	http://www.bea.doc.gov/bea/regional/bearfacts
Business Development Bank of Canada (BDC)	Working capital for exporters	http://bdc.ca
Canada Business Service Centres	Located in every province and territory, providing information on programs and regulations	http://www.cbsc.org/english
Canada Customs and Revenue Agency (CCRA)	See "Customs" panel, then look up "Business" section	http://ccra-adrc.gc.ca
Canada Export Awards	Presented annually in October	http://infoexport.gc.ca/awards/menu-e.asp
Canada-U.S. Business Associations	List of Business Associations	http://infoexport.gc.ca/bilateral/tableofContent-e.asp#unitedstates
CanadExport	Newsletter produced by DFAIT	http://www.dfait-maeci.gc.ca/english/news/newsletr/cane

Description	Type of Information Available	Web Site
		x
Canadian Automated Export Declaration (CAED)	Software application to help streamline exports	http://www..statcan.ca/english/exports/overview.htm
Canadian Builders' Online Resource Centre	Trade directory	http://www.canadianbuilders/com
Canadian Building Products Directory	Information on Canadian suppliers of manufactured buildings, doors, windows, cabinets, flooring, siding	http://canadabuild.com
Canadian Commercial Corporation (CCC)	International trade facilitator, US government bid matching service	http://www.ccc.ca
Canadian Company Capability (Strategis – Industry Canada)	Database of Canadian companies and products and services	http://strategis.ic.gc.ca/sc_coinf/ccc/engdoc/homepage.html
Canadian Exporters Catalogue	Provides information to foreign buyers about Canadian companies and their products and services	http://www.worldexport.com
Canadian Exporter's Guide to the Internet	Located in Strategis website	http://strategis.ic.gc.ca/SSG/bi18106e-.html
Canadian Home Builders' Association	Association representing all sectors of Canada's housing industry	http://www.chba.ca
Canadian Housing Export Review Newsletter	Bi-monthly newsletter	http://www.cmhc-schl.gc.ca/chec-cceh/en/library_o.html#news
Canadian International Freight Forwarders Association	Freight forwarding, including directory of members	http://www.ciffa.com
Canadian Manufactured Housing Institute	Represents industry on national and international issues	http://www.cmhi.ca/cmhi.1.html
Canadian Manufacturers and Exporters	Business network, advocacy	http://www.palantir.ca/the-alliance
Canadian Standards Association (CSA)	Assistance with marketing requirements	http://csa-international.org
Canadian Trade Commissioner Service	Market reports, Export promotion and market entry	http://www.infoexport.gc.ca
Canadian Trade Index	Published by Association of Manufacturers and Exporters Canada	http://www.ctidirectory.com

Description	**Type of Information Available**	**Web Site**
Census and Data User Services	Census data	http://www.cadus.ilstu.edu/database/county.xls
CMHC (Canada Mortgage and Housing Corporation)	"How to Export" guides, Market for US, Housing sector information, Export promotion and market entry, Trade mission organizer	http://www.cmhc-schl.gc.ca/chec-cceh/en
CommerceNet	Non-profit organization focused on e-commerce	http://www.commerce.net
Compass World Wide Services Inc.	Exports logistics including checklists of what needs to be included in various forms and contracts	http://www.compasswws.com
Construction Market Data Group	Source of project information and market intelligence for US	http://www.cmdonl.com
Cross Border Tax & Transactions	Information on international tax planning and transactions in the US	http://www.crossborder.com
Department of Foreign Affairs and International Trade (DFAIT)	Administration of Export and Import Permits Act	http://www.dfait-maeci.gc.ca/~eicb/epd_home.htm
Euler ACI	Commercial debt insurance	http://www.eulergroup.com
Exhibition Database	Expobase provides information on 20,000 trade shows around the world	http://www.expobase.com
Expobase	Resource of trade shows and events (subscription required)	http://www.expobase.com
Expoguide	Resource for worldwide trade shows and conferences	http://www.expoguide.com
Export and Import Controls Bureau	DFAIT information on licenses, procedures and regulation	http://www.dfait-maeci.gc.ca/trade/~eicb
Export Development Corporation (EDC)	Selected projects that provide opportunities for Canadian companies, Export trade and project financing, Export insurance	http://www.edc-see.ca
Export Wise Magazine	Online magazine by Export Development Corporation	http://www.edc-see.ca/corpinfo/pubs/index_e/htm
Exporters to the USA (EXTUS) Program	Assisting successful exporters to expand to other US regions	http://www.dfait-maeci.gc.ca
Exporting Documentation	List of customs forms, certificates and documentation required by Canada Customs Revenue Agency	http://www.ccra-adrc.C98gc.ca/customs/business/exporti

Description	Type of Information Available	Web Site
		ng/docu-e.html
ExportSource	Single access point to all trade-related Canadian government departments and agencies	http://exportsource.gc.ca/index2_e.html
ExportUSA	Programs to assist Canadian firms looking to export to the US	http://www.dev.dfait-maeci.gc.ca/demo/Canadaustest/canadabeta/ibd/export_info.htm
ExportUSA Calendar of Events	Calendar of events for NEBS and Reverse NEBS	http://dfait-maeci.gc.ca/geo/usa/nebs-00-e.asp
Floor Covering Weekly	Online flooring industry magazine	http://www.floorcoveringweekly.com
Floor Focus Online	Online flooring industry magazine	http://www.floorfocus.com
Forum for International Trade Training (FITT)	Centre for international trade training provides programs	http://www.fitt.ca/frame.htm
Freddie Mac	US corporation chartered by Congress to increase supply of funds available to homebuyers	http://www.freddiemac.com
Freightworld	Online guide to worldwide freight transportation and logistics	http://www.freightworld.com
F.W. Dodge, McGraw-Hill Construction Information Group	Source for design and construction information, including detailed forecasts for products	http://www.fwdodge.com
Harvard University, Joint Center for Housing Studies	Analysis of housing sectors, forecasts for remodelling	http://www.gsd.harvard.edu/jcenter
Home Center News	Online magazine for home centres	http://www.homecenternews.com
I Trade Finance Inc.	International short term export and import trade finance	http://www.itfi.net/index/htm
Industry Canada	Industry Canada	http://info.ic.gc.ca/cmb/welcomeic.nsf/icPages/Menu-e
Industry Trade Canada – Strategis	Customized market reports, International Trade Centres, Export marketing,	http://strategis.ic.gc.ca
Industry Trade Canada – Strategis Forest, Metal and Building Products Group	List of major international building products shows	http://strategis.ic.gc.ca/SSG/fb00111e.html
Internal Revenue Service	Online information including tax information, regulations and statistics	http://www.irs.ustreas.gov/index.html

Description	Type of Information Available	Web Site
International Business Opportunities Centre (IBOC)	Matching service connecting foreign buyers to Canadian companies	http://www.iboc.gc.ca
International Code Council	Model Code organzation	http://www.codes.org
International Trade Centers	International Trade Centres located in each province, telephone 1-888-811-1119	n/a
International Warehouse Logistics Association	Located in Park Ridge, Illinois	http://www/warehouselogistics.org
Kansas University International Business Resource Connection (KU IBRC)	Links addressing international business subjects	http://ibrc.bschool.ukans.edu
Leonard's Guide Online	Information on freight transportation, logistics and warehouse companies in the US	http://www.leonardsguide.com
List of Canadian customs brokers	List of licensed customs brokers prepared by DFAIT	http://www.dfait-maeci.gc.ca/~eicb/general/brokers.htm
Ltd. Consulting and Services	Information on Incoterms	http://www.ltdmgmt.com
LumberWeb Industry Directory	Information by product line including lumber and home centre stores	www.lumberweb.com
Manufacturers Representatives Educational Research Foundation (MRERF)	Association of associations	http://www.mreft.org
Manufacturers' Agents National Association (MANA)	Association for all agents and manufacturers	http://www.manaonline.org
Marsh Canada Limited	Risk management and insurance brokerage services	http://www.marshweb.com/home
Meyers Group	Housing statistics and market analysis	www.meyersgroup.com
Michigan State University – Center for International Business Education and Research (CIBER)	List of sites dealing with range of international business topics	http://ciber.bus.msu.edu/busres.htm
NAFTA	Various NAFTA topics including rule of origin, certificate of origin	http://www.nafta-customs.org
National Association of Home Builders - Builder Online	Builder news and home design service	http://builderonline/com

Description	Type of Information Available	Web Site
National Building Code	see BOCA, standardized building codes	
National Customs Brokers & Freight Forwarders Association	Located in Washington DC	http://www.ncbfaa.org
National Evaluation Service	Building code evaluation	http://www.nateval.org
New Exporters to Border States program (NEBS)	Advice on how to export products to border states	http://www.dfait-maeci.gc.ca
Northstar Trade Finance	Financing export sales transactions	http://www.northstar.ca/home.html
Office of Liaison with International Financial Institutions	Assistance with contacts and information	http://www.canadianembassy.org
Ontario Exports Inc.	List of commonly used Incoterms and export definitions	http://www.ontario-canada.com/medt/edtlib/nsf
Pro Dealer Online	List of top 350 US pro dealers	http://www.prodealer.com
Professional Builder Magazine	Magazine	http://www.probuilder.com
Profit Magazine	Xporter magazine covers changes in regulations, advise from exporters	http://www.profitguide.com/enewsletters/E4.asp
Profitguide	Profit Magazine site	http://www.profitguide/com
Program for Export Market Development (PEMD)	Financial assistance for export marketing	http://www.infoexport.gc.ca/pemd
Provincial Programs for Export Financing	Export financing programs	http://exportsource.gc.ca/cgi-bin/expkit/launch.pl?level=5c&lang+E&prefix=et
Quarterly Reviews (Building Products) Industry Canada	Building products reviews	http://strategis.ic.gc.ca/SSG/mm01661e.html and http://strategis.ic.gc.ca/SSG/fb01275e.html
Regional Trade Networks	10 RTN's across Canada that give advice on exporting	call 1-888-811-1119
Remodeling 100	Information on the top 100 US remodelling firms	http://www.remodeling.hw.net/RM100
Remodeling Online	Remodeling magazine	http://www.remodelingmagazine.com
Standard Building Code	Building codes generally used in southern U.S.	http://www.sbcci.org
STAT-USA	(subscription only), market reports	http://www.stat-usa/gov/stat-usa/html

Description	**Type of Information Available**	**Web Site**
Tariff Wizard 2001	Created to help determine the proper classification of goods	http://207.61.56.166/services/twiz2001/results2001e.cfm
Team Canada and Business Development Missions	Missions that target specific promising markets	http://infoexport.gc.ca/missions/menu-e.asp
Team Canada Inc.	Export readiness assessment tool, Export promotion and market entry, Export leads, Export costing, Export pricing strategies	http://exportsource.gc.ca
Team Canada Inc.	"How to Export" guides	http://www.interactiveplan.com/exporter/Eng/app_templates/home_en.cfm
The Business Link Business Service Centre	Commonly used Incoterms in international trade	http://www.cgsc.org/alberta/incoterm.cfm
Trade Negotiations and Agreements	Information on Canada's trade policy	http://www.dfait-maeci.gc.ca/tna-nac/menu-e.asp
Trade Outreach Program	Canadian embassies reporting to Canadian clients on opportunities	http://www.infoexport.gc.ca
Trade Show Database	Resource for exhibitors, suppliers, producers and attendees	http://tsnn.com
Tradeshow Week Online	Resource of trade shows and events	http://www.tradeshowweek.com
TSCentral	Resource of trade shows and events	http://www.tscentral.com
U.S. Census Bureau	Census data	http://www.census.gov and http://factfinder.census.gove/servlet.BasicFactsServlet and http://www.census.gov/qfd and http://tier2.census.gov/cgi-win/bldgprmt/prmtplace.exe
U.S. Customs Service	Information on US customs programs and services	http://www.customs/ustreas.gov
U.S. Department of Commerce-International Trade Administration	Website for the International Trade Administration	http://www.ita/doc.gov
U.S. Department of Labor Bureau of Labor Statistics	Employment data	http://stats.bls.gov/ro1econ.htm and http://www.bls.gov/datahome.htm
U.S. Immigration and	Information on immigration	http://www.ins.usdoi.gov/graphics/index

Description	Type of Information Available	Web Site
Naturalization Service		.htm
U.S. Import Administration	List of programs administered by the US Department of Commerce	http://ia.ita.doc.gov
U.S. Trade Show Calendar of Upcoming Trade and Investment Events	Trade and investment event calendar	http://www.dfait-maeci.gc.ca/geo/usa/calendar_non-nebs-e.asp
U.S. Uniform Commercial Code Articles 1-9	Publication by the Legal Information Institute	http://www.law.cornell.edu/ucc/ucc.table/html
Uniform Building Code	International Conference of Building Officials standardized building code	http://www.icbo.org
WIN Exports	Computerized database of Canadian exporters	http://win.infoexport.gc.ca
Yahoo.com	Access to U.S. Yellow pages by City, State or Zip Code	http://yahoo.com

APPENDIX FOUR: LIST OF CITIES, TOWNS AND VILLAGES IN THE BOSTON MARKET AREA AND CONTACT INFORMATION FOR LARGEST CENTRES

Community	County	Population	Department	Address	State	Zip	Phone	Fax	Website
Abington	Plymouth	14,605							
Acton	Middlesex	20,331							
Acushnet	Bristol	10,161							
Acushnet Center CDP	Bristol	3,171							
Amesbury	Essex	16,450							
Amesbury CDP	Essex	12,327							
Andover	Essex	31,247							
Andover CDP	Essex	7,900							
Arlington	Middlesex	42,389							
Ashburnham	Worcester	5,546							
Ashby	Middlesex	2,845							
Ashland	Middlesex	14,674							
Athol	Worcester	11,299							
Athol CDP	Worcester	8,370							
Attleboro	Bristol	42,068							
Auburn	Worcester	15,901							
Avon	Norfolk	4,443							
Ayer	Middlesex	7,287							
Ayer CDP	Middlesex	2,960							
Baldwinville CDP	Worcester	1,852							
Barre	Worcester	5,113							
Barre CDP	Worcester	1,150							
Bedford	Middlesex	12,595							
Bellingham	Norfolk	15,314							
Bellingham CDP	Norfolk	4,497							
Belmont	Middlesex	24,194							
Berkley	Bristol	5,749							
Berlin	Worcester	2,380							
Beverly	Essex	39,862							
Billerica	Middlesex	38,981							

Community	County	Population	Department	Address	State	Zip	Phone	Fax	Website
Blackstone	Worcester	8,804							
Bliss Corner CDP	Bristol	5,466							
Bolton	Worcester	4,148							
Boston	Suffolk	589,141	Department of Neighborhood Development	26 Court Street	MA	02108	(617) 635-3880	(617) 635-0561	www.cityofboston.gov
Boxborough	Middlesex	4,868							
Boxford	Essex	7,921							
Boxford CDP	Essex	2,340							
Boylston	Worcester	4,008							
Braintree	Norfolk	33,828							
Braintree CDP	Norfolk	33,698							
Bridgewater	Plymouth	25,185							
Bridgewater CDP	Plymouth	6,664							
Brockton	Plymouth	94,304	Planning Department	45 School Street	MA	2301-4049	(508) 580-7113		www.brocktonmass.com
Brookfield	Worcester	3,051							
Brookline	Norfolk	57,107	Planning & Community Development Department	333 Washington Street, 2nd Floor	MA	02445	(617) 730-2130		www.town.brookline.ma.us
Burlington	Middlesex	22,876							
Cambridge	Middlesex	101,355	Community Development Department	238 Broadway	MA	02139	(617) 349-4600	(617) 349-4669	www.ci.cambridge.ma.us
Canton	Norfolk	20,775							
Carlisle	Middlesex	4,717							
Carver	Plymouth	11,163							
Charlton	Worcester	11,263							
Chelmsford	Middlesex	33,858							
Chelsea	Suffolk	35,080							
Clinton	Worcester	13,435							
Clinton CDP	Worcester	7,884							
Cochituate CDP	Middlesex	6,768							
Cohasset	Norfolk	7,261							
Concord	Middlesex	16,993							

Community	County	Population	Department	Address	State	Zip	Phone	Fax	Website
Cordaville CDP	Worcester	2,515							
Danvers	Essex	25,212							
Dartmouth	Bristol	30,666							
Dedham	Norfolk	23,464							
Dighton	Bristol	6,175							
Douglas	Worcester	7,045							
Dover	Norfolk	5,558							
Dover CDP	Norfolk	2,216							
Dracut	Middlesex	28,562							
Dudley	Worcester	10,036							
Dunstable	Middlesex	2,829							
Duxbury	Plymouth	14,248							
Duxbury CDP	Plymouth	1,426							
East Bridgewater	Plymouth	12,974							
East Brookfield	Worcester	2,097							
East Brookfield CDP	Worcester	1,410							
East Douglas CDP	Worcester	2,319							
East Pepperell CDP	Middlesex	2,034							
Easton	Bristol	22,299							
Essex	Essex	3,267							
Essex CDP	Essex	1,426							
Everett	Middlesex	38,037							
Fairhaven	Bristol	16,159							
Fall River	Bristol	91,938	Planning/Licensing Department	1 Government Centre, 5th Floor	MA	02722	(508) 324-2561		www.fallriverma.org
Fiskdale CDP	Worcester	2,156							
Fitchburg	Worcester	39,102							
Fort Devens	Middlesex and Worcester	1,017							
Foxborough	Norfolk	16,246							
Foxborough CDP	Norfolk	5,509							
Framingham	Middlesex	66,910	Planning Department	150 Concord Street, Room B2	MA	01702	(508) 620-4852		www.framinghamma.org
Franklin	Norfolk	29,560							
Freetown	Bristol	8,472							

Community	County	Population	Department	Address	State	Zip	Phone	Fax	Website
Gardner	Worcester	20,770							
Georgetown	Essex	7,377							
Gloucester	Essex	30,273							
Grafton	Worcester	14,894							
Green Harbor-Cedar Crest CDP	Plymouth	2,397							
Groton	Middlesex	9,547							
Groton CDP	Middlesex	1,113							
Groveland	Essex	6,038							
Halifax	Plymouth	7,500							
Hamilton	Essex	8,315							
Hanover	Plymouth	13,164							
Hanson	Plymouth	9,495							
Hanson CDP	Plymouth	2,044							
Hardwick	Worcester	2,622							
Harvard	Worcester	5,961							
Haverhill	Essex	58,969	Office of Economic Development and Planning	4 Summer Street, Room 201	MA	01830	(978) 374-2330	(978) 374-2315	www.haverhill.com
Hingham	Plymouth	19,882							
Hingham CDP	Plymouth	5,352							
Holbrook	Norfolk	10,785							
Holden	Worcester	15,621							
Holliston	Middlesex	13,801							
Hopedale	Worcester	5,907							
Hopedale CDP	Worcester	4,158							
Hopkinton CDP	Middlesex	2,628							
Hopkinton Town	Middlesex	13,346							
Hubbardston	Worcester	3,909							
Hudson	Middlesex	18,113							
Hudson CDP	Middlesex	14,388							
Hull	Plymouth	11,050							
Ipswich	Essex	12,987							
Ipswich CDP	Essex	4,161							

Community	County	Population	Department	Address	State	Zip	Phone	Fax	Website
Kingston	Plymouth	11,780							
Kingston CDP	Plymouth	5,380							
Lakeville	Plymouth	9,821							
Lancaster	Worcester	7,380							
Lawrence	Essex	72,043	Office of Planning & Development	225 Essex Street	MA	01840	(978) 794-5891		www.ci.lawrence.ma.us
Leicester	Worcester	10,471							
Leominster	Worcester	41,303							
Lexington	Middlesex	30,355							
Lincoln	Middlesex	8,056							
Littleton	Middlesex	8,184							
Littleton Common CDP	Middlesex	2,816							
Lowell	Middlesex	105,167	Division of Planning and Development	JFK Civic Center, 50 Arcand Drive	MA	01852	(978) 970-4256		www.ci.lowell.ma.us
Lunenburg	Worcester	9,401							
Lunenburg CDP	Worcester	1,695							
Lynn	Essex	89,050	Office of Economic & Community Development	3 City Hall Square	MA	01901	(781) 586-6770	(781) 477-7026	www.lynndevelopment.com
Lynnfield	Essex	11,542							
Malden	Middlesex	56,340	Engineering/Planning Department	200 Pleasant Street	MA	02148	(781) 397-7040	(781) 397-7023	www.ci.malden.ma.us
Manchester-by-the-Sea	Essex	5,228							
Mansfield	Bristol	22,414							
Mansfield Center CDP	Bristol	7,320							
Marblehead	Essex	20,377							
Marion	Plymouth	5,123							
Marion Center CDP	Plymouth	1,202							
Marlborough	Middlesex	36,255							
Marshfield	Plymouth	24,324							
Marshfield CDP	Plymouth	4,246							
Marshfield Hills CDP	Plymouth	2,369							

Community	County	Population	Department	Address	State	Zip	Phone	Fax	Website
Mattapoisett	Plymouth	6,268							
Mattapoisett Center CDP	Plymouth	2,966							
Maynard	Middlesex	10,433							
Medfield	Norfolk	12,273							
Medfield CDP	Norfolk	6,670							
Medford	Middlesex	55,765	Community Development	85 George P. Hassett Drive	MA	02155	(781) 393-2425	(781) 391-1895	www.medford.org
Medway	Norfolk	12,448							
Melrose	Middlesex	27,134							
Mendon	Worcester	5,286							
Merrimac	Essex	6,138							
Methuen	Essex	43,789							
Middleborough	Plymouth	19,941							
Middleborough Center CDP	Plymouth	6,913							
Middleton	Essex	7,744							
Milford	Worcester	26,799							
Milford CDP	Worcester	24,230							
Millbury	Worcester	12,784							
Millis	Norfolk	7,902							
Millis-Clicquot CDP	Norfolk	4,607							
Millville	Worcester	2,724							
Milton	Norfolk	26,062							
Nahant	Essex	3,632							
Natick	Middlesex	32,170							
Needham	Norfolk	28,911							
New Bedford	Bristol	93,768	Economic Development Council	700 Pleasane Street, Suite 410	MA	02740	(508) 991-3122	(508) 991-7372	www.ci.new-bedford.ma.us
New Braintree	Worcester	927							
Newbury	Essex	6,717							
Newburyport	Essex	17,189							
Newton	Middlesex	83,829	Community Development Office	1000 Commonwealth Avenue, Lower Level	MA	02459	(617) 552-7136		www.ci.newton.ma.us

Community	County	Population	Department	Address	State	Zip	Phone	Fax	Website
Norfolk	Norfolk	10,460							
North Andover	Essex	27,202							
North Attleborough	Bristol	27,143							
North Attleborough Center CDP	Bristol	16,796							
North Brookfield	Worcester	4,683							
North Brookfield CDP	Worcester	2,527							
North Lakeville CDP	Plymouth	2,233							
North Pembroke CDP	Plymouth	2,913							
North Plymouth CDP	Plymouth	3,593							
North Reading	Middlesex	13,837							
North Scituate CDP	Plymouth	5,065							
North Seekonk	Bristol	2,598							
North Westport CDP	Bristol	4,533							
Northborough	Worcester	14,013							
Northborough CDP	Worcester	6,257							
Northbridge	Worcester	13,182							
Norton	Bristol	18,036							
Norton Center CDP	Bristol	2,618							
Norwell	Plymouth	9,765							
Norwood	Norfolk	28,587							
Oakham	Worcester	1,673							
Ocean Bluff-Brant Rock CDP	Plymouth	5,100							
Ocean Grove CDP	Bristol	3,012							
Onset	Plymouth	1,292							
Oxford	Worcester	13,352							
Oxford CDP	Worcester	5,899							
Paxton	Worcester	4,386							
Peabody	Essex	48,129							
Pembroke	Plymouth	16,927							
Pepperell	Middlesex	11,142							
Pepperell CDP	Middlesex	2,517							
Petersham	Worcester	1,180							

Community	County	Population	Department	Address	State	Zip	Phone	Fax	Website
Phillipston	Worcester	1,621							
Pinehurst CDP	Middlesex	6,941							
Plainville	Norfolk	7,683							
Plymouth	Plymouth	51,701	Office of Economic Development	11 Lincoln Street	MA	02361	(508) 830-4280	(508) 830-4062	www.plymouthbusiness.org
Plymouth CDP	Plymouth	7,358							
Plympton	Plymouth	2,637							
Princeton	Worcester	3,353							
Quincy	Norfolk	88,025	Planning Department	1305 Hancock Street	MA	02169	(617) 376-1000		www.ci.quincy.ma.us
Randolph	Norfolk	30,863							
Raynham	Bristol	11,739							
Raynham Center CDP	Bristol	3,633							
Reading	Middlesex	23,708							
Rehoboth	Bristol	10,172							
Revere	Suffolk	47,283							
Rochester	Plymouth	4,581							
Rockland	Plymouth	17,670							
Rockport	Essex	7,767							
Rockport CDP	Essex	5,606							
Rowley	Essex	5,500							
Rowley CDP	Essex	1,434							
Royalston	Worcester	1,254							
Rutland	Worcester	6,353							
Rutland CDP	Worcester	2,205							
Salem	Essex	40,407							
Salisbury	Essex	7,827							
Salisbury CDP	Essex	4,484							
Saugus	Essex	26,078							
Scituate	Plymouth	17,863							
Scituate CDP	Plymouth	5,069							
Seekonk	Bristol	13,425							
Sharon	Norfolk	17,408							
Sharon CDP	Norfolk	5,941							

Community	County	Population	Department	Address	State	Zip	Phone	Fax	Website
Sherborn	Middlesex	4,200							
Shirley	Middlesex	6,373							
Shirley CDP	Middlesex	1,427							
Shrewsbury	Worcester	31,640							
Smith Mills CDP	Bristol	4,432							
Somerset	Bristol	18,234							
Somerville	Middlesex	77,478	Planning Department	93 Highland Avenue	MA	02143	(617) 625-6600		www.ci.somervillem.a.us
South Ashburnham CDP	Worcester	1,013							
South Duxbury CDP	Plymouth	3,062							
South Lancaster CDP	Worcester	1,742							
Southborough	Worcester	8,781							
Southbridge	Worcester	17,214							
Southbridge CDP	Worcester	12,878							
Spencer	Worcester	11,691							
Spencer CDP	Worcester	6,032							
Sterling	Worcester	7,257							
Stoneham	Middlesex	22,219							
Stoughton	Norfolk	27,149							
Stow	Middlesex	5,902							
Sturbridge	Worcester	7,837							
Sturbridge CDP	Worcester	2,047							
Sudbury	Middlesex	16,841							
Sutton	Worcester	8,250							
Swampscott	Essex	14,412							
Swansea	Bristol	15,901							
Taunton	Bristol	55,976	Planning Department	15 Summer Street	MA	02780	(508) 821-1051	(508) 821-1043	www.ci.taunton.ma.us
Templeton	Worcester	6,799							
Tewksbury	Middlesex	28,851							
Topsfield	Essex	6,141							
Topsfield CDP	Essex	2,826							
Townsend	Middlesex	9,198							
Townsend CDP	Middlesex	1,043							

Community	County	Population	Department	Address	State	Zip	Phone	Fax	Website
Tyngsborough	Middlesex	11,081							
Upton	Worcester	5,642							
Upton-West Upton CDP	Worcester	2,326							
Uxbridge	Worcester	11,156							
Wakefield	Middlesex	24,804							
Walpole	Norfolk	22,824							
Walpole CDP	Norfolk	5,867							
Waltham	Middlesex	59,226	Planning Department	119 School Street	MA	02451	(781) 314-3370	(781) 314-3385	www.city.waltham.ma.us
Wareham	Plymouth	20,335							
Wareham Center CDP	Plymouth	2,874							
Warren	Worcester	4,776							
Warren CDP	Worcester	1,452							
Watertown	Middlesex	32,986							
Wayland	Middlesex	13,100							
Webster	Worcester	16,415							
Webster CDP	Worcester	11,600							
Wellesley	Norfolk	26,613							
Wenham	Essex	4,440							
West Boylston	Worcester	7,481							
West Bridgewater	Plymouth	6,634							
West Brookfield	Worcester	3,804							
West Brookfield CDP	Worcester	1,610							
West Concord CDP	Middlesex	5,632							
West Newbury	Essex	4,149							
West Wareham CDP	Plymouth	1,908							
Westborough	Worcester	17,997							
Westborough CDP	Worcester	3,983							
Westford	Middlesex	20,754							
Westminster	Worcester	6,907							
Weston	Middlesex	11,469							
Westport	Bristol	14,183							
Westwood	Norfolk	14,117							

Community	County	Population	Department	Address	State	Zip	Phone	Fax	Website
Weweantic CDP	Plymouth	1,903							
Weymouth	Norfolk	53,988	Planning Department	Town Hall, 75 Middle Street	MA	02189	(781) 335-2000	(781) 335-3283	www.weymouth.ma.us
White Island Shores CDP	Plymouth	2,133							
Whitinsville CDP	Worcester	6,340							
Whitman	Plymouth	13,882							
Wilmington	Middlesex	21,363							
Winchendon	Worcester	9,611							
Winchendon CDP	Worcester	4,246							
Winchester	Middlesex	20,810							
Winthrop	Suffolk	18,303							
Woburn	Middlesex	37,258							
Worcester	Worcester	172,648	Economic Development Department	455 Main Street	MA	01608	(508) 799-1175		www.ci.worcester.ma.us
Wrentham	Norfolk	10,554							

Source: U.S. Census 2000 for Population Figures as of 2000